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One Million Maritimers Seek Chance to Prosper *Within* United Canada

A Foreword

CANADA has found that more than an act of the Mother of Parliaments and rows of 85-pound steel are needed to make a nation. To-day, when the nationhood of Canada is internationally hailed; when our position as an individual political organism is recognized, the Dominion shows more internal signs of falling apart than at any other time since Confederation. The geographical egos of to-day are the reflex of a unity of national spirit in the stressful years of yesterday's war.

In the room where Confederation was conceived, the commemorative tablet bears these words: "They builded better than they knew." But how little did Confederation itself have to do with the making of a nation! It was but the laying of a foundation. The work of making a nation of four distinctly separate geographical units, that are at the same time individual economic units—a work further complicated by diversity of creed and race and tongue—is the great unfinished job of Confederation. To finish the structure of a united Canada upon the foundations builded by the labor of the fathers is the effort that challenges the sons of to-day and that will continue to demand the spirit of constructive endeavor from the grandsons of to-morrow.

There never was any unity created without sympathy, understanding and unselfishness—even charity. The one enemy of all of these is ignorance. The greatest ally of the laborers at the task of unifying Canada is knowledge.

Such is the contribution of this attempt at an interpretation of the mind of the Maritime Provinces. It is not to emphasize and exploit sectionalism by stating the problems and possibilities of a single section of Canada. Rather it is to tell the rest of Canada what the people of the Maritime Provinces are thinking and asking. It aims to emphasize the importance of the Maritime Provinces in the Canadian scheme of things. It hopes, in that way, to help Canadian citizens from the Gaspé west to recognize the work that is yet to be done to bind these provinces irrevocably—and prosperously—within our nation.

By Floyd S. Chalmers
Eastern Editor, The Financial Post

IN THE Maritime Provinces, the leaders and thinkers among a million Canadian citizens are disposed at the moment to give very serious consideration to the economic future of their three provinces. They frankly recognize a present lack of prosperity. They are analyzing the needs and possibilities of their country. They are ready to contribute courage and work and sacrifice for their own advancement and progress. They ask, too, recognition from the eight million citizens of the other six provinces of their very real problems and needs. They are asking what they believe to be their share of the benefits afforded by Dominion measures and policies; legislative, fiscal and sociological.

The Maritimes are much heard from these days. If they do not get what they want it will not be from lack of making their case known. It will more likely be from lack of recognition by Canadians generally, of the importance of their claims and of the necessity of taking every possible means feasibly and soundly to promote prosperity in the East.

Our Difficult Sectional Problems

The Maritimer is quick to recognize that his problems are not the only problems of Canada. When an emissary from a Maritime newspaper travels across Canada delivering lectures on the problems of the Maritimes, he delivered one speech going west and another one coming east. He had discovered that the dangerously sectional development of the country had created various problems in each of the nation's national divisions, that could not be solved by economic measures designed to serve the section with the largest population. His experience shows the difficulty of dealing broadly and in a national spirit with the needs of one particular section of the country. And yet it is necessary that these problems of the various sections of Canada should be understood, for to any one who travels from coast to coast in this country and talks to the leaders of each province, it becomes apparent that there are many important divisions of Canada that feel that they are suffering economically from the tyranny of the majority.

Recently I spent several weeks in the Maritime Provinces, speaking to the leaders in politics, business, and the professions in an attempt to make a brief survey of the present position, the needs and possibilities of the Maritime Provinces. My purpose was to learn what is necessary to give to the Maritime Provinces a place in the Canadian commonwealth commensurate with their present and possible contributions.

Not Entire Unity of Opinion

I found wide diversity of opinion in the Maritime Provinces on their real problems and needs. A little luncheon of Halifax business men, for instance, almost developed into a debate between the business men themselves on their needs. This difference of opinion among Maritimers is often seized upon by writers and speakers in other parts of the country as an excuse for scoffing. They say, "Don't listen to the Maritimes; they don't even know themselves what they want."

These differences of opinion are merely the healthy result of good sound thinking that the Maritimers are now giving to their problems. I propose here to give a brief outline of some of the demands of the Maritime Provinces, and as I cannot hope to have found the final answer or solution of these demands, the review will be more in the nature of a consensus of Maritime opinion than a suggested outline of national policy.

What is the present condition of affairs in the three eastern provinces? We find that population is practically stationary, probably showing some decline. Many manufacturing plants are idle and the few outstandingly successful Maritime Provinces manufacturing institutions are so few in number as to be regarded as the exceptions to prove the rule. The change in world shipping brought about by the production of steel ships has robbed the East of one of its great industries, that of wooden shipbuilding. The opening up of the Panama Canal has changed the face of lumbering operations by putting Pacific woods in New England markets and has made necessary the establishment of an entirely new industry—pulp and paper manufacture—to utilize the forestry sources of the Maritimes. Rejection of proffered reciprocal trade arrangements and the imposition by the United States of high tariff walls on foodstuffs has robbed the Maritimes of their natural market for their chief items of production throughout the world and development of water power in central Canada, together with other factors, has reduced coal production in Nova Scotia. The economic condition of the Maritime Provinces generally is frankly depressing at the moment, and it is perhaps fair to say that the Maritimes have suffered worse in Canada's post-war business reaction than has the rest of Canada, and in view of the fact that practically every part of the country has lost in population and prosperity this is a somewhat bold statement.

Maritime People Working Hard

In the solution of these problems the Maritimers are contributing much themselves and will contribute a great deal more as time goes on. Leaders of thought in the Maritimes are now calling for a spirit of work and progress. They are asking the people of those provinces to overcome their obstacles; to work harder and to look mainly to themselves for the solution of their difficulties. There are parts of the Maritime Provinces where this spirit is dominant and where the residents are working out their own salvation without looking to outside help or support. It is a Nova Scotia county that has the highest per capita savings deposits of any county in Canada. The thrifty Lunenburgers have no serious economic problems because they have forestalled such possibility by saving. The Annapolis Valley apple growers are rapidly enlarging their wealth. Over in Prince Edward Island, there is a similar spirit, and the development of fox-farming on a commercial scale has given the province new revenues that average two hundred dollars per family on the island, and that are bringing the citizens prosperity without legislative measures. The Maritimers can and will foster their own prosperity by inculcating in their young men the spirit of industry; by making them more willing to start at the bottom and to do work with the hands; by carrying out further programs of technical education; by encouraging the investment of Maritime capital in Maritime industries.

A Survey of National Resources

There are many in the east who feel, too, that no proper survey has ever been made of the resources and potentialities of the Maritime Provinces. They say that studies have not been made to find out the best way to use the Atlantic coast coal to advantage in industrial and domestic furnaces. The possibility of adding an expansive fresh fish trade to the present trade in salt fish is only now being analyzed. A plea is being made for thorough study of power possibilities; of precious metal mining; of available timber resources, etc.

Along another line Maritimers are looking to find a solution of their difficulties. The suggestion is often heard that the three provinces should be united as one province in order to reduce overhead costs and also for the more important reason of enabling co-operative efforts to be made in the development of the industrial, agricultural and commercial possibilities of the area now comprising the three provinces.

Co-operative Marketing Plans

I found in the East that comparatively small progress has been made in establishing systems of co-operative marketing of apples and fish, two of the great sources of revenue. Some of the leaders in the production of these two commodities are now giving more serious thought to this matter and it seems evident that any action along this line would help greatly in the development of each of these industries.

Well organized bodies are now exploiting the tourist traffic. New Brunswick and Nova Scotia, each have provincial tourist associations. The Associated Boards of Trade in Cape Breton Island are broadcasting invitations to explore that beautiful country, and Prince Edward Island business men are also attempting to induce Canadians from the other provinces and Americans to spend their summers there. Millions of dollars of new money came into these provinces last year in this way and the possibilities are great, given thorough and efficient exploitation.

There is not much effort in the Maritime Provinces to-day to go after new manufacturing industries, although in one of the larger cities a campaign to get branch factories of American industries is to be launched at once.

In the Maritime Provinces they take their politics very seriously and nearly every question affecting the economic note in the other provinces is likely to find itself in politics before there has been much discussion. The opinion of many businessmen in the Maritimes is that the provinces are carrying barnacles in the form of "too much politics."

Where Others Can Aid

That is a brief outline of the contribution to be made by the people of the Maritime Provinces themselves towards the solution of their difficulties. Let us turn now to those more discussed, more difficult and more striking demands that the people of the Maritime Province make, not so much themselves as upon the people in the other provinces; upon the majority that is so largely in control of the fiscal measures of the country.

First and frequent there seems to be that problem of transportation. It is a problem that goes back to Confederation. When four provinces were first linked together and subsequently as other provinces were added to the total it was recognized by the builders of the Dominion that an artificial economic unit was being established. It was recognized that the natural channels of trade were north and south, that to build a nation, trade would have to be diverted east and west, at whatever the cost, and, to this end, tariffs have been set up and railways have been built. The Intercolonial Railway was built as a band of steel to bind the Maritime Provinces to Central Canada and the Canadian Pacific Railway was built as the band of steel to tie British Columbia within the Union. Of late years, the original purpose for which railways were built has been forgotten and rates and politics have been established with the avowed purpose of making the sections of railways come within reasonable distance of paying their own way. Cold business has replaced nation-building ideas in our policies of railway operation. To this change of attitude the Maritime Provinces take strong exception. They do not feel that the two ideas are compatible.

New Rate Schedule Set Up

During the war years and after, an entirely new schedule of rates was established to cover freight to and from the Maritime Provinces, a schedule of rates that so increased charges that the Maritime Provinces were practically cut off from Central Canadian markets either for their raw products or for their manufactured products. To this the Maritimers object and they ask the restoration of the former levels of rates that were based upon patriotic sentiment more than upon railway operating success. They ask a schedule of rates that will allow their manufacturers to compete in Central Canada markets. They ask for rates to allow their raw materials to sell in Upper Canada. They ask, in short, a schedule of rates that will really divert traffic east and west. They will not admit that the railroads would suffer, for they feel that sufficient traffic would be created to give the railroads as large an operating profit as they have to-day. In any event they claim that arrangements should be made that the railroads should not suffer; that the people of the rest of Canada should definitely shoulder the burden of this diversion of traffic whatever the cost. Nothing less will hold the Maritime Provinces within Confederation, claim the leaders of the people of the East.

The Use of Eastern Ports

The Maritime Provinces feel, too, that their ports are not given sufficient of the Canadian export and import trade. In giving them this traffic, individual manufacturers in Central Canada can help them and are helping. The rail rates for export traffic through St. John and Halifax are practically the same as the railway rates on shipments to Portland, Maine, and New London, Conn., ports and as this is being pointed out, many Canadian exporters are definitely routing their goods through Canadian ports. There is a strong feeling, though, in the Maritime Provinces that the railroads should be required to route their goods through Canadian ports. The crux of the situation is the Canadian National Railway which has as its two chief terminal ports on the Atlantic coast, Portland, Maine, and New London, Conn., both of them American ports. One needs only a map and a pair of calipers to see why the operating offices of the Canadian National Railway, charged with the responsibility of turning deficits into surplus, are more anxious to ship to these American ports than to Halifax and St. John. Less attention must be paid to railway surpluses and deficits and more to building up Canadian ports, is the plea of Maritimers and there are many in the East who go further and ask that the Canadian Government definitely dispose of its railway lines running into American ports.

Objections to Tariff

In the East there is a feeling, too, that the Canadian tariff, as it is constructed today, does not give the same measure of protection to the

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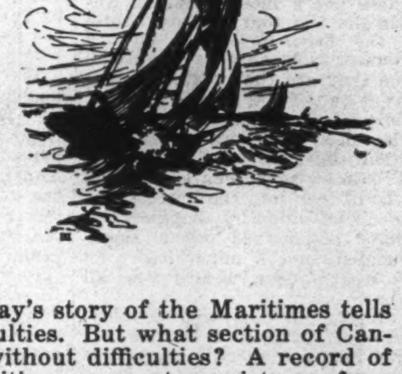
Tell Someone Else the Story

The demands of Canadian unity require a widespread knowledge throughout Canada of the story of the Maritime Provinces. When you have read this issue send it on either to some Canadian business friend or to a business associate in some other country who would be anxious to increase his knowledge of Canadian conditions and resources. Mark the articles you found most interesting.

The Maritime Provinces

They are essential for the flood-tide of Canadian greatness

By MURRAY R. CHIPMAN



THE prodigal hearts of many Canadians, as they read of the Maritime Provinces, flame with warm remembrances of their home land, for far across the broad sweep of Canada, in every sphere of activity, are successful Canadians who call the Maritime Provinces "home."

It is no small part of the pride of Nova Scotia, New Brunswick and Prince Edward Island that they have contributed richly to the upbuilding of Canada —both past and present. From the fruitful plains and valleys, the whispering forests, the yearning vigorous sea shores of the Maritimes have come Canadians of character who, as statesmen, educationalists, business and financial leaders and citizens have made, and are making, their strong impress on Canadian nationhood, Canadian affairs.

Yet the Maritime Provinces are no less great for their contribution of charactered men and women. The coast provinces have but spread their influence — their sons and daughters are part of the warp and woof of Canadian nationhood. Nor does the loyalty of these absent sons and daughters to the Maritimes slacken. It is a loyalty which is the safeguard that these conditions, both political and economic, will be met which will retain the Maritime home as always Canadian.

To-day's story of the Maritimes tells of difficulties. But what section of Canada is without difficulties? A record of the Maritimes presents a picture of resources and opportunities which can be nourished into sturdy prosperity and success.

Canada has a unique setting in world affairs — linked by happy tradition to Britain and adjacent to the United States. With her position and wealth of resources Canada can become a great and influential nation — a powerful factor for good to the Anglo Saxon peoples.

The Maritime Provinces are essential to the building of such a Canada. Many Canadian business men, leaders and statesmen already see clearly why this is so.

Others, as they better understand, will see that Maritime satisfaction in Confederated Canada is to be striven for — not only because it is the expedient, the right, the politic thing, but because the flood tide of Canadian greatness will ebb southwards without the resources of the Atlantic provinces, the vitality, the sturdiness, the character of the Atlantic peoples.

East Needs Self Help as Panacea

Maritime Writer Speaks Out Frankly on Future of the Provinces

RESEARCH REQUIRED

Scientific Training by Universities Will Help—Investment of Maritime Capital at Home

By Horatio C. Crowell

THERE is a passage in one of Ibsen's plays that is very applicable to the Maritime Provinces today. It is:—

> "What we have inherited from our fathers and mothers is not all that walks in us. There are all sorts of dead ideas and lifeless old beliefs. They have no tangibility, but they haunt us all the same, and we cannot get rid of them."

Among the dead ideas and lifeless old beliefs which haunt us to-day in these provinces is that Confederation was a curse rather than a blessing; that the federal government of Canada should be the Alpha and Omega of our development; that our trade lies inward rather than outward.

When the day comes that we realize we are infinitely better off to-day within the Confederation than outside of it; that our development lies not in seeking federal aid, but in our own efforts; that our field for trade expansion is not inward but outward, that day will see the beginning of the renaissance of the Maritime Provinces of Canada.

Why Get Away From the Sea

If in the past the avenues for the growth and development of these provinces were upon the sea, what reason is there that the present and the future should not be through the same channels?

We are suffering to-day from a state of mind. We are brooding over grievances; some may be imaginary; some are real, but the remedy for this illness may not lie alone in the removing of the grievances, as much as it does in use of some antidote, such as the application of a definite policy of self-development, and that policy to be pursued with all the intensively concentrated, highly organized effort that we as a people can place behind it.

We have now reached the state of our provincial life when we must have some such policy or continue to drift. If we cannot rise to a generous policy of development for these provinces, we are surely nourishing a blind life within the brain, and we shall have to admit that we are nothing more nor less than political sheep and goats.

A Policy For the Maritimes

Such a policy should be for the primary purpose of definitely building up local industries and extending our foreign trade. We should use to greater advantage all the channels which have been opened to us, situated as we are directly across the transportation lanes of the Atlantic.

There are three offices which those channels of which I speak, may perform for us. They are: export of Canadian grain; importation of raw materials for manufacture here; export of our manufactured products from native and imported material.

It is not the purpose of this article to discuss at any length what is involved in the first of these offices—grain shipments. That is a problem confronting the Maritime Provinces which stands alone. It is a problem of a national character. It is our legitimate aspiration as a seaboard province to handle the grain exports of this country. It is our legacy inherited in accordance with the political will of the fathers of this country; we surely are not to allow a foreign country to deprive us of that birthright. Something has been done toward the solution of this problem; more must yet be done.

But at the same time we are making a fight for those rights we should not be overlooking the fact that practical opportunities for trade development and industrial expansion lie at our very hands, which opportunities we are seriously neglecting.

The Present Position

Before considering the policy, let us first look at our position.

The Maritime Provinces overhang th etrade routes of the North Atlantic They dominate the trans-Atlantic lanes. They have ports, open all the year, which are nearer South America, Europe and Africa, than any other ports on the Atlantic coast of the American continent.

These provinces are nearer the markets of the world than any of the other provinces of Canada and the States of the Union. They possess the most varied and extensive resources of any of the Canadian provinces and to the world's markets they have the advantage of the cheapest routes of transportation.

We stand at the ocean cross roads of the world—why should we not go into all the world and sell our wares?

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East Needs Self-Development as Panacea for Its Troubles

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The Maritime Provinces have the geological and geographical relation to America that Great Britain has to Europe.

They are not only in the forefront of a vast region, they are a vast region in themselves—a vast region of opportunities. Halifax, Sydney, Yarmouth, St. John, Chatham, Bathurst, Charlottetown, are only a few of a score or more of ports which tap that region, the resources of which are capable of inestimable and incalculable wealth.

Was it not some appreciation of this that President Beatty, of the Canadian Pacific Railway, had in his mind when he said, addressing the Canadian Club of Halifax: "Halifax as the principal port is materially affected in every phase of its commercial and shipping activity by the development of the interior of Nova Scotia."

Is Individual Initiative Gone?

I have no hesitancy in saying that we have lost our individual initiative in this province. It has given place the last thirty years to a most debilitating dependence upon governments. Until the time comes that we can rid ourselves of the incubus of always thinking first of what the government will do, instead of taking initiative ourselves, I see little hope that the Maritime Provinces a half century from now, will be any better off than to-day. We need a weaning.

While the Maritime Rights cry has attracted very much attention throughout Canada; has won more or less sympathy, and perhaps has considerable to justify it, what are some of the facts concerning ourselves as a Maritime Provinces people?

We have no adequate scientific knowledge of the extent of our resources; nor the scientific knowledge of the value and possibilities of those we know we possess, nor what we can make out of them, nor where we can sell what we can make.

We need a scientific, intelligent, comprehensive survey of the resources of these provinces, and a thorough study and examination of what can be produced from these resources.

Such a survey should include a thorough examination of the reasons why industries founded upon natural and basic resources have failed, with the object of establishing proof that neither the resources, nor the location was at fault, but that the failure was due to artificial reasons.

No Defined Expansion Policy

Here are some plain facts.

The Maritime Provinces have no defined policy of industrial expansion, nor efficient immigration policy; nor of trade extension.

No comprehensive effort of an exhaustive nature has ever been made to learn what we can do with our natural wealth; a wealth, in the Province of Nova Scotia at least, more varied it is said, than that of any other part of Canada.

There has never been the proper classification of our soils to tell us what best we can produce from them.

There has been nothing less than a shameful neglect of the development of the primary products of our fishing resources, not to mention how completely we have ignored the by-products of those resources.

World Markets For Fish

As a people we have yet to realize the fisheries of this province should be as basic in the economic structure as wheat to the western provinces, and as the western provinces are now the dominating factor in the world's wheat markets, so should Nova Scotia become the controlling factor in the world's fish markets, through the exploitation of every avenue and form by which fish products may pass to the consumer.

There are markets which are traditionally, naturally and logically ours, which we are not able to hold to-day because we refuse to prepare the fish as the customers of to-day desire it.

We require a policy of fishery development that would have as its object the provision of all those facilities such as cold storage plants, warehousing, transportation, which are as essential to the intensive development of the fish industry as elevators and transportation are to the wheat provinces.

One cannot but wonder what it would have meant to these provinces if the millions of dollars spent on ocean terminals in Halifax had been spent on the development of the fishing industries of Nova Scotia and New Brunswick.

Not Enough Publicity Work

We are only making the most rudimentary uses of advertising. The ignorance regarding these provinces abroad, especially in Great Britain, a country where we should be the best know part of Canada, owing to our proximity and our similarity in social customs, is appaling; and the ignorance regarding us in the United States, especially in New England and New York is a phenomenon. For this we have no one to blame but ourselves. The Canadian National Exhibition at Toronto knew Nova Scotia for the first time only last year, and when Canada exhibits in foreign fairs the Maritimes may or may not be there; more often may not. When a trade delegation went to the West Indies two years ago, there was not a single representative from Nova Scotia, the province which gave birth to the Canadian West India trade.

Too Many Universities

In the list of these plain facts let me refer briefly to one phase of our educational system. In the province of Nova Scotia there have been five degree conferring universities for sixty years, two of them dating back for over a hundred years in their history, yet not one of them to-day has a science department, from which men, seeking practical research work for the benefit and development of the resources of this province, can obtain the desired information and knowledge. As evidence of how far away we are still from the real essentials of provincial development, four of these five universities have been maintained along denominational lines; and the entire five have been supported from and by the voluntary subscriptions of half a million people.

If we were a people who seriously grasped and grappled with essentials we would have long ago amalgamated these institutions into one solid, aggressive, well equipped university prepared for the most intensive research work.

Is there not a most shameful anomaly in the fact that in Nova Scotia where the fisheries should be the basic industry, because as a natural resource they are the greatest in the world, not one of the universities has a department of marine biology? What has been the result of all this? While the universities of the Maritime Provinces have been graduating hundreds of men into the professions, law, medicine, ministry, engineering, they have not turned out a single fish chemist, nor a mineralogist to tell us what hidden wealth was all about us.

To talk of an industrial development to-day without a source for scientific research and information is to build without a foundation, or to change the metaphor, to blindfold industry. There is no use longer blinking our eyes to the facts, for the facts are, that we are losing our fish trade because countries which are scientifically curing fish are entering our markets with a better product and overcoming disadvantages with which we would not have to contend.

Have People a Commercial Sense

Surely no one with even only a superficial knowledge of the resources and location of these provinces could consistently maintain that there was such an inherent weakness in our resources as to compel our banks to be amalgamated with those of Central Canada; our coal and steel industries to be so merged as to lose their identity; the stock holders of our tramways to sell to outside control and so many of our largest lumber industries and their limits to be sold to foreigners. In some instances the changes have been to the benefit of the industry and the utility and the people dependent upon them. That is not the point. What I want to emphasize is this, the cause for those changes were not within the province as a country, but within the people as citizens of the country. If the people who once owned and controlled those industries and utilities allowed that control and ownership to pass from them surely they have no one to blame but themselves. I am convinced that if the present generation of Nova Scotians possessed the commercial sense of the past generation, we still would be controlling our banks, tramways, steel companies and lumber industries, and giving to the public just as good service as those in present control are giving, and retaining for ourselves the benefits which they may be reaping.

Campaign Against Foreign Capital

So much for the control of our own industries. There is the other phase, that of encouraging foreign capital. One of the most regrettable and deplorable things of the last decade has been the persistent campaign on the part of certain agencies, unfairly and maliciously directed, against certain industries of this province in recent years has been of such a nature that capital, nervous at all times, has become very wary about Nova Scotia. A campaign of any such nature must be resented and silenced by Nova Scotians themselves dealing directly with those who are promulgating, leading and abetting such a campaign.

Efforts have been made within the last decade to establish woollen mills, clay and brick works, pulp mills, wood working factories, cold storage plants, evaporating plants, fish products plants and car works. I am mentioning only some of those which will illustrate failures. There is not an inherent weakness to be found which would have caused the failure of one of these industries search as one may through their records. There were the natural resources for every one of them. There were good workmen and reasonable labor charges and costs—but behind those assets one will find in some cases the grossest mismanagement and in others the most brazen stock manipulation.

Manipulation Menaces Progress

What was the result?

The confidence of Nova Scotians in local enterprises was so severely injured that the memory of some of the financial manipulations of the last fifteen years in the history of our industrial progress will seriously menace the industrial development of this province for years to come, unless it is shown that the elements of disorder and failure of the past were only superficial, and that these disorders and failures were not due to the lack of anything essential in the factors which were required for their success.

Surely the time has arrived when we should consider along broad lines some self development policy. The present demands such a policy; the future promises nothing without it. We have now reached the stage where the responsibility for the development of these provinces cannot longer be laid upon an abstract "they," meaning the governments, but it is now an individual task, an individual responsibility, to be assumed as individual citizens united in a common effort. It should be a policy that will expand the imagination and quicken the pulse of action.

Outlining a Policy

What are the essentials for a development policy for Nova Scotia?

First of all we need leadership—leadership possessing a broad, practical and determinate imagination; a well defined vision; a courage and a supreme faith in the province. It should be a leadership that would bring the province under the stimulus of a united, compact, effort and that effort to be toward a goal, not necessarily an attainable goal, but a goal toward which such leadership would be guiding her; a leadership that would be an inspiration for a majestic future; a leadership that will turn our mental energies to other objects than the game of party politics; a leadership possessing the foresight to see and appreciate that progress of a permanent nature is not obtained by that which gives only direct benefits to self, but by that which distributes indirect benefits to many.

If one had the bestowal of that leadership where would one bestow it? We are to-day in that false and impotent position where a citizenship expects too great an amount of leadership from the government, and the government expects too great an amount of leadership from the people, and the result is that both government and people to-day are poverty stricken in the leadership which these provinces demand. It is not the simplest thing to draw a line of demarkation and say, "Here does leadership of the government end and that of the people begin." The only line drawn in a general way is that line which will prevent a government becoming paternal.

Take Leadership in Research

To refer directly to Nova Scotia and her requirements in this regard, the government here should give a leadership in research and the people in exploitation. That is, the government should provide every available facility for us to know what resources we possess; what we can make from these resources and where, in a general way, we may be able to sell what we make. And the people, through private enterprise, chambers of commerce, boards of trade, industrial councils, should be the exploiters of those resources, directing science and capital toward their employment; competition toward their improvement, and advertising toward their sale.

In its work of research and survey the government should call to its aid the universities and all organized industrial bodies, not alone that they may assist, but that they may be familiarized with what is being done.

To our universities we should look for dissemination of knowledge regarding the scientific value of our resources and the extent and worth of their by-products.

To the heads of those successful industries of which the provinces can to-day count a sturdy number, we should look for leadership to a policy of widespread development.

To the heads of our transportation systems we should look for leadership in expanding markets and encouragement toward greater productivity.

If we are ever to share in the country's industrial mastery, in her commercial supremacy, we must have leadership that imagines, has vision, determines and exalts—but what is infinitely more important from a practical standpoint,—leadership that will place its money behind its commitments.

One Million Maritimers Seek Chance to Prosper in Canada

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products of the Maritime Provinces as it does to the production of Central Canada. The recent change in the tariff on bituminous coal is welcomed in the East as the first recognition in a long time of a fact that the Canadian tariff structure has been built up for Central Canadian manufacturer rather than for producers of Eastern Canada. A similar change in the tariff on iron and steel is asked by Nova Scotia in order to get the same protection on basic steel as was formerly given where specific duties bore some relation to the value of the goods. What is asked is really a levelling up of the duties to give practically the same protection on basic steel, such as is produced in Nova Scotia, as is given on finished steel, which is the chief production of Central Canada. In the East there is also the disposition to ask for protection on shipbuilding and ship repair. It is pointed out that out of some fifty or sixty vessels built for Canadian trade within the past two years not a single one was turned out of Canadian ship yards while the only recent order given to any Canadian shipyard was taken by that yard at cost and was obtained only because the purchaser of the ship was ready, for patriotic reasons, to pay $20,000 per ship more in order to give the job to Canadian workmen.

Suggestion for Reciprocal Trade

Even more important to the Maritime Provinces than the protection of their production in Canadian markets is the obtaining of larger foreign markets for the natural products they create. There now seems to be no possibility of doubt that the reciprocal trade arrangements proposed between Canada and the United States in 1911 would have brought tremendous prosperity to the Maritime Provinces. Certainly if there is any doubt on that question it is not freely expressed in the Maritimes. The Fordney Tariff and its successors have cut off the American market for lumber, the American market for apples, for potatoes, in fact for practically all of the chief sources of revenue in the Maritime Provinces. This has been the most important single factor in bringing depression to the Maritime Provinces. It is felt by the Maritimers that Canada should overlook no opportunity to get into American markets on such articles as fruits, vegetables, farm products, paper, lumber, fish, etc. It is felt that these markets will not be difficult to obtain if firm, strong-handed negotiations are carried on. In this connection the absence of any effective system of trade commissioners' offices in the United States is deplored by business men in the Maritime Provinces.

In the main, opinion in the Maritime Provinces is in favor of the embargo on the export on water power and pulpwood though it is suggested that Canada's production of water power and pulpwood might be used as a quid pro quo to bargain with the United States for a market for some of our natural products. It is felt that if Canada were given free entry for all Canadian paper products into the United States that we could permit the unrestricted export of pulpwood readily because the natural advantages of the country would bring the paper industry here in any event and reduce the possibilities of any pulpwood exports to a minimum.

Want Aid in Immigration

In the Maritime Provinces some resentment is felt at the fact that little attempt is ever made by the Dominion Government to assist these provinces in getting immigrants. Immigrants are nearly always diverted to the Western provinces on the theory that this builds up a great Western market for Eastern Canada, but freight rates and distance combine to keep the Maritime Provinces out of the Western Markets. Thus they benefit little from the peopling of the western prairies. Yet the Maritime Provinces pay their Federal taxes and share of the cost of obtaining immigrants for the country.

This survey covers the chief points that are agitating the minds of the Maritime Provinces at the present time. Given some solution of the more important of these problems there is no doubt that strong and prosperous communities could be built up along the Atlantic coast. The fact that such strong and prosperous communities have existed there in the past is evidence of the future.

Some of the best agricultural areas in Canada are to be found in the Maritime Provinces and these provinces are world renowned for such important and representative commodities as seed potatoes, apples, black foxes and dairy produce. In all that attracts tourists and sportsmen, the Maritime Provinces are rich. In timber, both of the soft wood and the hardwood species, Nova Scotia and New Brunswick are bountifully supplied. There is not the same wealth of power in the rivers of New Brunswick and Nova Scotia as in Ontario and Quebec because of the smaller watersheds, but the power is ample for the needs of the population and is supplemented by one of the world's greatest coal areas. There is, in proximity, a very fine type of iron ore that melts into a steel that proved its worth in the war years when it formed the basis of manufacture of millions of shells that passed the most exacting tests. The fisheries of the Maritimes are the fourth most important in the world and are capable of supplying a wide variety of food for every world market. There are mineral resources that are capable of much greater development. The climate is bracing and attractive. In the Maritime Provinces there is everything needed for a strong and prosperous country; everything except markets and most of the problems of the Maritime Provinces in one way or another, it will have been noted, drift back to this question of markets.

All that the one million citizens of the Maritime Provinces ask at the present time is an equal opportunity with the eight million Canadians of the other provinces to develop prosperity within the United Canada.

Most of the individual problems briefly discussed in this review are more thoroughly analyzed in other articles in this issue.

New Brunswick Asks Taxes From Government Rail Lines

IT IS a sore point in New Brunswick that the properties of the Canadian National Railway are, in the main, exempt from taxation, while its competitor, the Canadian Pacific Railway, contributes in good measure to provincial and municipal revenues.

In the past the provinces to the west of New Brunswick have taxed the Canadian Pacific, the Grand Trunk, Canadian Northern and other railways that were not vested in His Majesty the King. Since some of these railways have been taken over and now are included in the Canadian National Railway system, they are still taxable. But in the Maritime Provinces, where the Canadian National absorbed what were known as the Canadian Government Railways, no taxation is possible because these roads were vested in the Crown. It would be well for the country if there were more uniformity.

Discussing this problem recently, the St. John Telegraph-Journal said: "Why one part of the Canadian National Railway system should be owned by the Crown and, therefore, not subject to taxation, and another portion should be vested in a public corporation, known by that name and taxable in the different provinces through which it operates, is an anomaly that should end as soon as possible. Public ownership should never entitle a competing utility to freedom from taxation. The Canadian National and the Canadian Pacific are each seeking to serve the public and the rates of the private company are controlled by the Railway Commission, while those of its competitor, which is owned by the Government, are simply governed by the competition of its rival. That portion of the Canadian National Railway which was formerly owned by the Grand Trunk and the Canadian Northern has its rates controlled by the Railway Commission. But, strange to say, another end of the same system, formerly known as the Canadian Government Railway and vested in the Crown, has its rates uncontrolled.

"There should be uniformity of taxation, and no favor given to any of the transportation companies seeking the business of the public, and if taxation of railways is permitted in one province it should also be permitted in another, no matter whether the road is owned by the Crown or by a private company."

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Why Maritimers Want Traffic for Canadian Ports on the Atlantic

Routing of More Freight Through St. John and Other Ports Set Forth as Step in Building Up of Strong Dominion

By R. E. Armstrong

THROUGHOUT practically their entire years, the Maritime Provinces, although of a progressive spirit, have had problems to contend with which have closely affected their progress. In their early days, the types of wooden sailing ships constructed at coastal points in these provinces were among the best in the world, but the advance of overseas steamship construction finally led to their complete abandonment. It was a severe blow to the city of Saint John, since it had attained the height of being the fourth largest wooden shipbuilding district in the whole world. In later years, other local industries suffered from outside competition from changes in railway rates, which rendered it almost impossible to ship goods to central or western sections of Canadaa, and from other causes.

The ports of these Maritime Provinces have likewise had difficulties to contend with, some of which were attributable to their geographical situation, to the competition they suffered from foreign ports, and from a lack of development on the part of the Canadian Government Railways.

Now Largely a Winter Port

In its early days, the port of Saint John was quite freely used throughout the whole year, but within the past quarter of a century its yearly traffic has been largely confined to the winter season. At the present time this port is regarded as Canada's most efficient eastern winter port, and as the winter outport of Quebec and Montreal, it being the nearest Canadian port to Central Canada.

For years past, the city of Saint John, through its city council, its board of trade and executive, and its federal members, have been strongly pleading for the routing of Canada's traffic through Canadian ports, both in the East and the West, in preference to foreign ports. The co-operation of sister boards of trade as far as the Pacific coast has been earnestly sought, and as a result of the broad national appeals that have been made, a kindly spirit has been awakened on the part of practically all of Canada's leading boards of trade and chambers of commerce.

It is a source of great encouragement to the people of the Maritime Provinces for them to realize that not only the boards of trade, but also the press of Canada, have reached an almost unanimous conclusion that these provinces were fully justified in the national appeals they have been making to the government respecting the routing of Canada's traffic.

It has been the feeling of the Maritime Provinces that having linked up in Confederation with other sections of the Dominion for the expansion of this portion of the British Empire, and having contributed both men and money for this noble purpose, they have every right to press for the betterment of the Maritimes and for the development and utilization of such ocean ports as Saint John, Halifax and Sydney, just as other parts of the Dominion have a right to strive for the enlargement of their areas.

Consider it as National Duty

Since it is the duty of all progressive nations to endeavor to develop and improve their land areas and ocean ports, it is likewise the duty of Canada to strive to attain similar accomplishments without any fear in their hearts that their endeavors in their own behalf will awaken a feeling of enmity on the part of their neighbors.

The port of Saint John is a shining example of the fact that dreams may be made to come true if the dreamers combine a strong personal effort with their dreamings. To the credit of the people of Saint John it may truthfully be said that no other city in Canada strove more energetically and determinedly for the development of their port along national lines. Beginning in 1889, when the port of Saint John became the eastern terminus of the Canadian Pacific Railway, both time and money were freely used in the building up of Saint John as a national port. Prior to that the date the port of Portland, Me., had been used in the winter season for the overseas traffic of Eastern Canada, there being no available rail connection between the Maritime Provinces and Central and Western Canada as there should have been, following Confederation. Saint John's first expenditure along this national line was the sum of $40,000, which was given to Canada's government for the branch line of railway from Fairville on the C. P. R.'s main line to the harbor front. This railway system was turned over to the Canadian Pacific Railway Company, since which time this progressive organization has been rendering all possible aid in the expansion of the port, and in the enlargement of its trackage system along the pier heads.

One of the most important acts of the C. P. R. was to build a grain elevator of 750,000 bushels capacity. This elevator became too small for the traffic that was pressing through it and a large elevator with a capacity of 1,000,000 bushels was subsequently erected. This elevator system is now connected with eight berths on the west side of the harbor. The city spent something like a million dollars of their own money in building piers and warehouses on the west side and in deepening harbor berths and channels.

Elevators Built by Government

In 1911, a tri-partite agreement was made between the city, the C. P. R., and the Federal government, following which the government enlarged the pierage system on the west side of the harbor.

Succeeding the enlargement of the Canadian government railway's connection with Montreal and the West, an elevator was erected on the east side of the harbor and it was functioning with some activity up to 1914, when it was suddenly destroyed by fire. During the war, another C. N. R. elevator, with a capacity of 500,000 bushels, was built on the east side of the harbor, and it has been operating to a small extent ever since.

The traffic of the port of Saint John has been showing some improvement in recent years, but it is still suffering from rival ports on foreign territory. While Portland, Me., is a little nearer Montreal than the port of Saint John, its railway grades do not compare favorably with many of the grades of Canada's railways that are closely connected with Saint John. The rail rates on export lines are the same to both Portland and St. John, as are also the ocean rates at both ports, so that the traffic of the port of Saint John should not be lessened in any degree by its geographical situation, more particularly since the bulk of this traffic to Portland passes over the Canadian government railway system.

Private Concerns Adopt Broad Policy

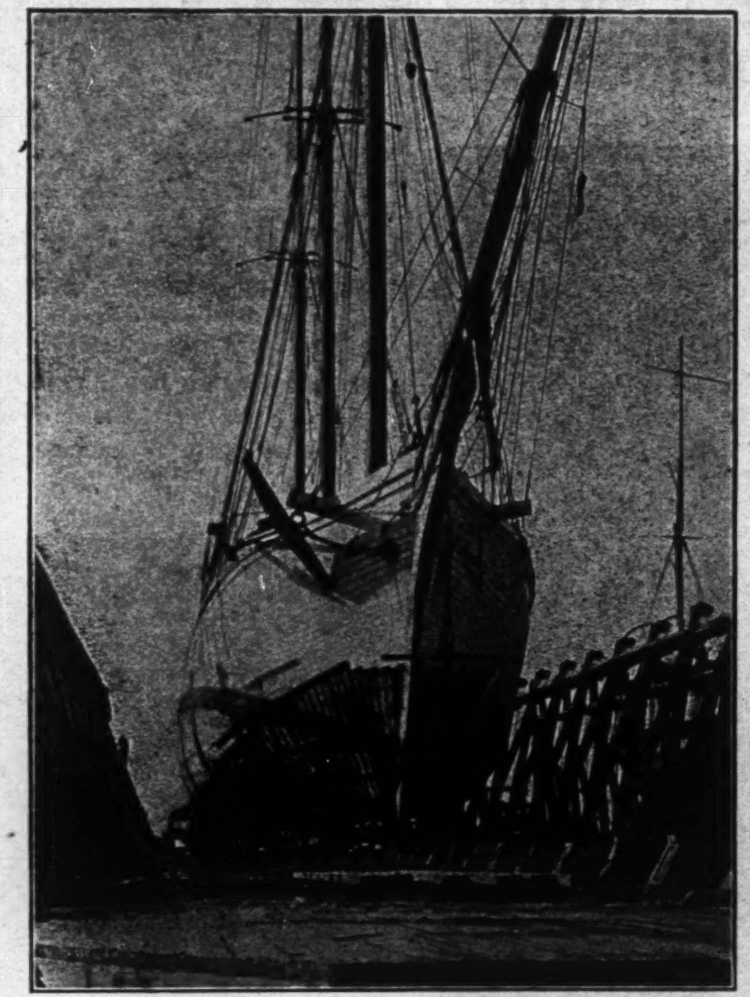
It might be further pointed out that within the past three years the Maritime ports have suffered from Canadian export freight being carried over the Canadian government railway to New London, Conn., and being shipped on the Canadian Government Merchant Marine steamers, chiefly for Australia. Vigorous protests were entered against this action on the part of these Canadian systems. It is a source of satisfaction to learn that the Ford Company within the past few weeks have decided to send their automobile exports through Halifax instead of through this foreign port.

Let me say in conclusion that it is the hope and desire of the people of the Maritime Provinces that following the cordial reception extended the Maritime delegation to Ottawa, and the co-operative spirit that was shown by the representatives of other Canadian areas, the Dominion government will lose no time in endeavoring to improve the traffic of the port of Saint John as well as other Maritime ports, and further that an effort will be made by the Canadian government railways to establish a terminal system of a progressive type on the eastern side of the harbor of Saint John. There can be no doubt that the increased development and utilization of these Maritime ports will not only be of benefit to the Dominion, and will create a good feeling therein, but will also lead to the expansion of Canada's traffic with the British Empire and other world ports. The Maritime Provinces are closer geographically to the United Kingdom than any other portion of the Dominion or any port of the United States.

There certainly can be no denial of the fact that the routing of Canada's traffic through Canadian ports will tend to the upbuilding of the Dominion, while at the same time it is not likely to awaken the slightest enmity on the part of our neighboring republic with whom our relations are most friendly and peaceful.

Let us all strive to build up Canada. In so doing we will be displaying a spirit of true loyalty.

Schooner in Dry Dock



The wooden schooner, once the glory of the Maritimes, has taken a less important position, but many are yet seen in Maritime ports.

A Critical View of the East and Six or Seven Suggestions

By Ernest C. Digby

HAVING visited all parts of the Maritime Provinces during the past few weeks and talked with men in many different lines of industry, the writer has tried to arrive at a clear understanding of the difficulties which confront this part of the Dominion.

Putting aside the questions in relation to the coal strike, freight rates, and possible secession that are being so freely discussed by both the layman and the politician, the writer is firmly convinced that the basic source of the difficulties arises from the one dominant fact of under-population, and the want of small manufacturing industries which would tend to attract the young people of the provinces and stop the steady tide of emigration which is sapping the vitality of this part of Canada.

Fish Meal Plants

That there is a big opening for several industrial plants is easily proven. Before the war the writer was representing the London "Times" in Europe and made a trip through Germany, visiting industrial plants of all kinds. At that time there were several large plants, exporting to all parts of the world, and employing a large number of people, both men and women, engaged in the manufacture of fish meal for fertilizing purposes. Where could a more favorable spot be found than any one of the Maritime Provinces for the founding of such an enterprise? No great amount of capital is required and no expensive machinery, and the raw material is at the front door.

In the whole of the Maritimes a buyer would find difficulty finding a paste manufacturing, a jam factory, and many other small manufacturing plants.

Another source of revenue capable of greater development is tourist travel. New Brunswick and Nova Scotia have as many inducements for the pleasure seeker as the State of Maine, which is getting big business, and probably in the way of scenery these provinces excel. The roads have been greatly improved during the past few years, and an added asset is the fact that the Maritime Provinces is a "foreign country" to the tourist from the United States. Little serious attempt, however, has been made to improve the hotel accommodation. The chief tendency has been a steady increase in prices without a corresponding attempt by the hotel keeper to improve his service or modernize his building.

That there is an awakening interest being shown is the fact that a really up-to-date hotel has been built in St. John, N. B., and will be opened for tourist trade this summer; but this is only a beginning. What is required is a campaign to compel hotel keepers in the smaller towns to improve their table, and to instal modern conveniences for the comfort of their guests.

A valuable source of services in connection with the tourist season is the formation of motor camps. These produce revenue to the town and cause a large amount of money to be left among the local dealers. A charge should always be made for two reasons. First, to keep undesirables away, and, secondly, to maintain the efficiency of the camp.

Business conditions are now very quiet in practically all lines of trade, but there is a spirit of optimism shown by those who have carefully studied the situation. The Maritimes suffer many disadvantages owing to their peculiar geographical position. They are looked upon as the "Cinderella" of the Dominion, and this is emphasized by their extraordinary railway position. Two great railroads serve the provinces. One of these has to pass through a portion of the United States to reach its terminal point, and the other has its principal terminal point in the United States to the partial exclusion of the principal parts of the province, St. John and Halifax.

Maritime Investment Houses Make Money Out of Switches

Little New Capital Being Created for Investment—Maritimers Steer Clear of Their Own Investment Issues—Houses Busy Trading in and Out of Old Bonds

"THERE is little new capital being invested in the Maritime Provinces; there is little new capital being created for investment."

This statement by a Maritime financial man is one of the best reasons that could be advanced why the business men and thinkers in the rest of Canada should give consideration to some of the things that have held up prosperity in the three most easterly provinces, and have prevented them from marching forward, industrially, economically, as rapidly as their sister provinces further west.

The obvious answer to the statement of the investment man would seem to be that his own firm was apparently quite prosperous. This was suggested to him and he replied:

Business Largely Trading

"Our business has reached the condition where it consists almost entirely of trading. Very little cash enters into our transactions any more. I have not worked out the exact percentage of cash transactions in this office, but I intend to do it some day to satisfy my own curiosity.

"We have many clients with capital invested. As their securities mature, as profitable opportunities to switch their investments around occur to us, we go to them with various proposals. It is that which is keeping us busy and prosperous. But we are not greatly enlarging the holdings in our clients' hands.

"Nor do we have many worthwhile propositions offered to us in the shape of New Brunswick enterprises, Maritime enterprises being launched and requiring financing. Mind you, I am not saying there are none. The Frasers have expanded and raised new money; the Connors Brothers are growing and investing new capital; there is a new hotel in St. John that was financed half in New York and half in St. John, and other such enterprises. But their number is small compared to the number of new enterprises being launched and old enterprises enlarged in the central provinces of Canada.

"We have the finest resources here, capable of forming the foundation for immense industries; we have a large home market that comprises a goodly slice of the total Canadian population; we have, or should have, excellent shipping and transportation conditions. We will start to move ahead rapidly, creating new wealth, and do that soon, but for the past few years there is no use denying the fact that we have been just about stationary in our economic development."

A sidelight on this view is the Maritimer's dislike for a Maritime proposition. The experience of one investment house down East is not unique. It went into a joint underwriting with an Ontario house of a Maritime industrial bond issue. To date the house in upper Canada has sold six bonds to the Maritimer's one. It is a combination of dislike of industrial issues and home issues, which are always under suspicion. There are those in the East who will tell you that the too prevalent feeling that nothing good can come out of the Maritime is a factor in retarding progress.

Premier P. J. Veniot of N. B. States Case For Eastern Ports

PREMIER Peter J. Veniot, of New Brunswick, is Acadian by ancestry, as his name might indicate. It was an English-speaking majority that made him premier. He has then a real message to give on the subject of national unity.

The New Brunswick premier is a strong worker for measures to remove feelings of sectionalism in Canada, manifest between the East, the West, and the Central Provinces. Recently he said that it seemed to the East that Central Canada held this part of the country to be of very little importance to the Dominion as a whole.

The Maritime Provinces required not only sympathy but help if they were to play the part he believed they were destined to play. They possessed the two harbors on British territory in the East which were open the season round, and they did blame Canadians who allowed trade to go through United States ports. It was claimed the routing of freight was the action of governments but it depended to a large extent on importers and exporters, and unless the people got busy and interested themselves the ports of the Maritime Provinces were going to go down.

New Era For Province

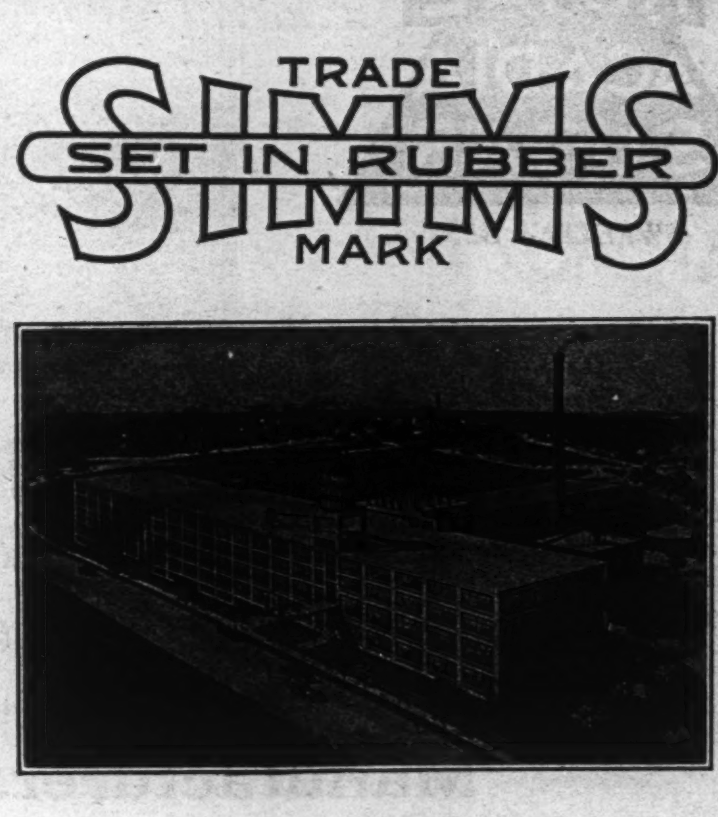
He quoted statistics to show that Montreal, a port open only seven months of the year, had exports valued at $173,700,000 and imports of $173,900,000; while Vancouver had exports of $62,200,000 and imports of $47,900,000; St. John, the third largest shipping port of Canada in business handled, had only $5,000,000 in exports and $20,600,000 in imports. The total of Canadian exports was reckoned in many millions, and the total of imports was $850,000,000 and three-quarters of that trade did not go through Canadian ports.

Premier Veniot said the province was still young, and only starting its manufactures, but the number already in existence in St. John, had been a surprise even to the citizens. Possibly the province was soon to take on a new era. It had adopted the principle of hydro development and already eleven miles from St. John was a hydro plant supplying 110 miles of territory. At Grand Falls 180,000 horsepower was to be developed, and the engineers had just finished a survey of the tidal power at the Petitcodiac River, which it was found would develop 200,000 horsepower.

When these developments were completed the province would have sufficient hydro horsepower to encourage the investment of all the capital that could possibly be brought to the province and then would begin the real development of New Brunswick.

A National Business
Born in the Maritimes

TRADE SIMMS SET IN RUBBER MARK



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Silver Black Foxes Bring P. E. I. More Than Three Millions of Dollars Yearly

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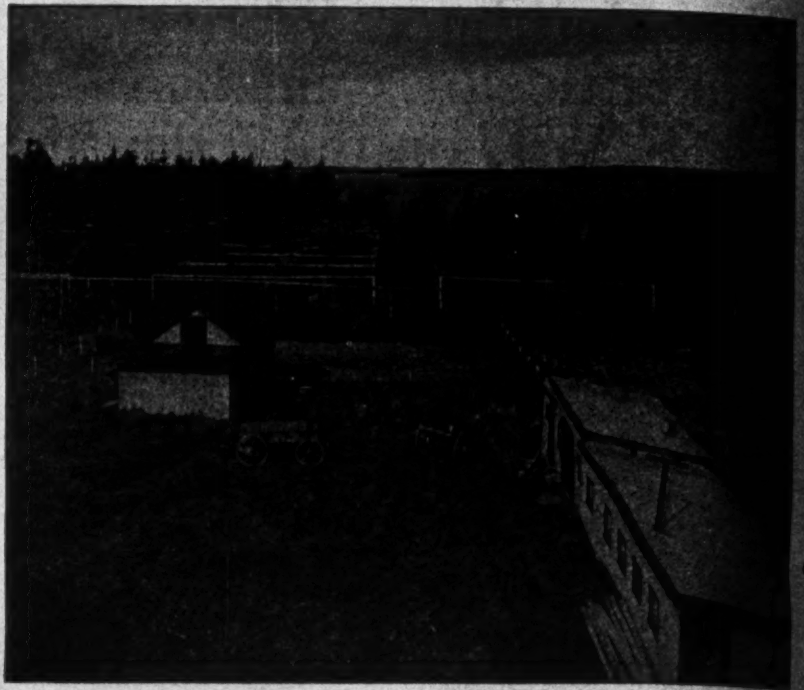
Thousands of silver black fox furs go forth from Prince Edward Island yearly to add to the charms of beautiful women. The live fox nestling on the lady's shoulder is worth more than its weight in silver.

The black fox was once regarded as the ugly duckling of its family. Now it is the most valuable of domestic animals.



There are 350 fox ranches on Prince Edward Island and nearly every farmer has a fox run along with his chicken pens, cow stable and wheat acres. Here is one of the more up-to-date ranches, that of Rosebank Fur Farms near Charlottetown, where all of these photographs were taken.

Often mother foxes turn on their young and then the homely family cat is given the job of bringing up the young pups.

ABOUT 1894, Charles Dalton (now Sir Charles) farmer and trader of Tignish, Prince Edward Island, who had done some experimenting with wild caught silver foxes, succeeded, with his partner, Robert Oulton, in raising a litter from parents caught in the wild. This was really the foundation of the silver fox industry as it is known today.

Previous to the inception of silver fox farming fashion had to depend altogether for supplies on the wilds, and as these animals were comparatively rare, prices received for even ordinary skins were high.

It took some years for the fox farmers to make a complete success of their experiment, but, in 1900, they had progressed so far that they received $1,800 for a single fox pelt sold on the London sales. This was truly a great inspiration to them, but they did not lose their heads; they increased their herds, maintaining a sphinx-like silence about their operations.

Everybody Went In Business

Some of their neighbors, however, also became interested, and, starting from wild caught crosses, rapidly bred up to animals of real quality. Among these were the Rayners, then Gordon and Tuplin, who secured their foxes from the Dalton farm, then Henry Lewis, Frank F. Tuplin, and the late John Champion. All these individuals met with great success and eventually became wealthy as a result of their fur farming operations. However, the Dalton-Oulton combination made the greatest progress, and in 1910 the Honorable Charles Dalton sold twenty-five skins in London for an average of $1,340 apiece, the top skin bringing a world's record price of $2,624.40. Nothing like the quality of these skins had ever been seen before and the fur buyers of Europe were absolutely astounded by the brilliancy of the pelts.

Before this time, fox breeding became established in other parts of Canada, but it was in Prince Edward Island that the real success in the industry was made.

As knowledge of it became distributed, other adventurous people gathered capital together and purchased from the pioneers at constantly increasing prices. In 1910, $6,000 was the price of a pair of pups. In 1913 prices had advanced to as high as $18,000 a pair for pups and $31,000 per pair for breeders. In fact a company of twenty pairs was formed the fall previous with a capitalization of over $600,000, and this company actually paid 40 per cent. dividend the following year. Everybody was gambling in options, and companies were being established right and left, the capital being obtained from the New England States and Prince Edward Island, the savings bank being largely depleted of its savings in those years.

Live Foxes Were Sold

A great deal of money was made through the sale of live foxes in 1910 to 1914. In 1914, the live fox business was over with the advent of the war. People reasoned that there would be no demand for a luxury like silver fox, and were loath to put any more money into the enterprise. As a result, the prices of pups dropped down to around $1,000 per pair in 1915, and went even lower in subsequent years. It is true there was a temporary setback in 1915 in the London pelt market, but a new market was established in the United States whose people were making tremendous money at that time and were ready to spend it.

Due credit must be given to W. Chester S. McLure, M.L.A., of Charlottetown, Prince Edward Island, for bringing the attention of the great fur merchants of New York to the pelts from Prince Edward Island ranch-bred foxes. At first these gentlemen were sceptical and were inclined to believe that ranch-bred animals could not equal those from the wilds, and some of the largest merchants came out with great advertisements deprecating the quality of ranch-bred skins. The evidence was against them, however, as when Mr. McLure placed his superb collection on view in one of the great fur vendor's windows of New York, it created such a furore among the fashionable public and fur experts that the reputation of Island skins was instantly made. Mr. McLure handled the situation then for the Island breeders in a masterly manner and tribute is due to his imagination and perseverance for creating a market where there had been none previously. This American market the Island fur farmer exploited in the succeeding years until in 1920 when the duty of 50 per cent. altered conditions greatly. By that time, however, Europe had sufficiently recovered to again be in the market for Island pelts.

Just to give an instance of the good prices obtained by Mr. McLure in New York, I may mention that ten skins were sold there at an average of $945 per pelt, and a total of eighty skins averaged over $500 per pelt.

Three Very Lean Years

The lean years of 1915, 1916, and 1917 meant that a great many companies which were very highly capitalized and could not get proper production, had to go out of business; but those who used good methods and care with their animals and had good foundation stock and had used good judgment in selection, continued their prosperity; and many companies which were formed in 1913 and 1914 at capitalizations of even $20,000 a pair, have continued to pay dividends through all the war years, and are still going strong.

With the war over the industry took a new boom, and fox farms were established throughout the United States, Ontario, Quebec, and those on Prince Edward Island were largely increased. This demand for live animals meant a great revenue to a little province whose population is only about 80,000. In addition, the pelts brought in a tremendous amount of money.

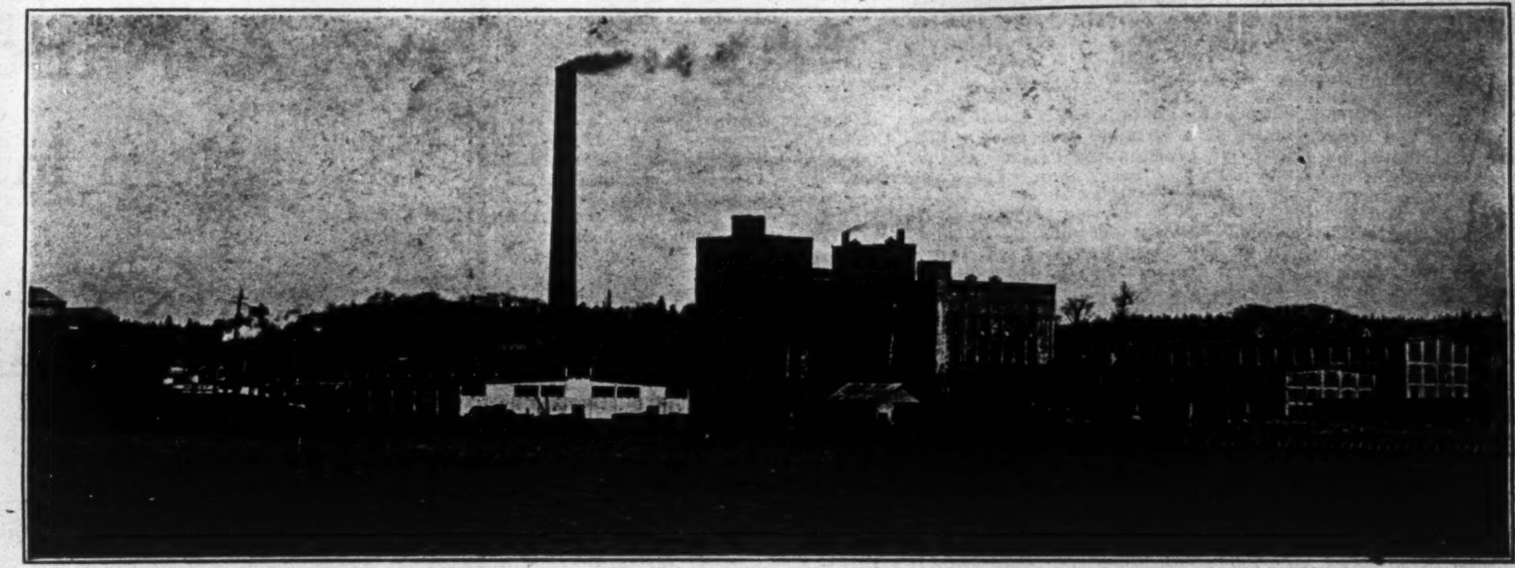
Another Bad Year

The year 1920 was a bad one in the fur industry. That spring there was a tremendous inflation and a bad break. It was that year that the American government decided to

(Continued on page 29)

ROYAL ACADIA SUGAR

SWEETENS BEST



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Lunenburg's Famous Fishing Fleet Brings Prosperity to Thrifty County; Schooners Operated Co-operatively

THE most colorful enterprise in Canada is the Lunenburg fishing fleet. Thrifty, hard-working Canadians, of German descent, operate a fleet of fifty or sixty schooners on the Newfoundland Banks. The boats are all owned co-operatively. It is Canada's greatest experiment in applied Socialism.

One of the boats in the fleet is the "Bluenose," famous winner of the North Atlantic fishermen's schooner race. And the "Bluenose" is no racing shell, but a successful fishing schooner. It has returned its owners 15 to 25 per cent. every year it has gone on the banks.

The writer of this article is editor of the Lunenburg Progress-Enterprise, and well equipped to write of the fishing activities of the Nova Scotia county that has the highest per capita savings deposits of any county in Canada.

By H. R. Aerenburg

LUNENBURG, N. S., is the seat of the largest deep-sea fishing fleet in the Maritime Provinces. Lunenburg has one of the finest harbors on the south coast of Nova Scotia and provides safe anchorage for the fleet during the winter months, for the schooners lay at anchor all through the winter. The Lunenburg fisherman does no fishing during this portion of the year. The fishing season extends over a period from the first of March to the end of September. During this time three trips are made by the fleet. They leave on the first, the early spring or frozen bait trip, about the tenth of March and return to port around the twentieth of April. After unloading their catches and refitting, they return to the Banks on their spring trip and remain there until the first of June. The third, or summer trip, follows immediately and lasts until the end of September, when, on the schooners returning home, they are stripped of their sails and operating equipment and laid up for the winter. A small portion of the fleet have for the last two or three years been making a fall trip, sailing for the Banks about the middle of October and remaining away until the end of November.

The History of the Fleet

The evolution of the Lunenburg banking fleet to its present state of efficiency covers a period of over fifty years. Prior to 1870, the fleet, which at that time was composed of but four or five small schooners of about sixty tons, engaged in their fishing operations off the coast of Labrador. The men fished from the deck of the schooners, and the process was known as handlining. One or two of the more enterprising of the fishing skippers of that date had adopted a method of trawling referred to as hauling and setting, with a good deal of success.

One of the Lunenburg skippers, Captain Benjamin Anderson, the pioneer trawler and father of the bank fishing as it is carried on at the present time, observing these operations, decided that some improvement could be made, and after experimentation he evolved the under-running method of trawling which is in operation to-day in the Lunenburg fleet. In the year 1871, he accordingly equipped a schooner, the Dielytris, with dories and trawls, and instead of proceeding to the coast of Labrador as usual, he sailed for the Grand Banks of Newfoundland, where he spent the entire fishing season. His operations were so sucessessful that it was not long before others followed his lead, and year after year the fleet increased both in the size and number of the schooners engaged in the industry, and for the fishing season of 1925 it will be composed of fifty-five schooners, with a gross aggregate tonnage of approximately seventy-five hundred tons and manned by eleven hundred fishermen. The style of the schooners employed has changed not only in size, but in beauty of design, and to-day the Lunenburg banker is a trim yacht-like craft with graceful lines, averaging about one hundred and thirty-five tons.

What Each Man Does

Each schooner carries seven dories and a crew of twenty men, the master, cook, salter, header, throater, flunkey, and the remaining fourteen, fishermen. The master besides navigating the schooner and selecting the fishing locations, assists during the day in dressing the catch. The salter attends to the proper packing of the catch in the hold of the vessel and occasionally takes his place in a dory, in the event of something having happened to one of the fishermen. When the desired fishing ground is reached and the anchor dropped, the dories are given their positions around the schooner. This is decided by lot. The first dory drawn operates off the port bow, the second off the starboard bow, the third off the starboard beam, the fourth off the starboard quarter, the fifth directly astern, the sixth off the port quarter, and the seventh off the port beam. They retain these positions so long as the schooner remains at anchor, which, if the fishing is good, will be for two or three days, but as soon as the schooner's position is changed, the dories rotate, and the fishermen who were operating off the port bow are transferred to the starboard bow and so on all the way round. After the schooner has changed her position seven times, the dories would all be again operating from the places at which they started.

How the Fish Are Caught

A dory is manned by two fishermen, and the under-running method of trawling is used. Each man operates ten lines, from fifty-two to fifty-five fathoms in length. These lines are connected to form the trawl, which is twenty lines long, and when set extends over a stretch of water of approximately one mile, so that when a complete set has been made the trawls cover a circular expanse of water, having a radius of one mile with the schooner in the centre, an area of a little over three square miles. The hooks are attached to the lines by gangings three and one-half feet apart, making a total of eighteen hundred hooks on each trawl. The trawl is anchored at both ends, with flagged buoys to mark their positions. In hauling or under-running, one man removes the fish from the hooks and the other rebaits them for another set.

In fair weather, when there is sufficient bait available, four sets are made each day. The dories leave the schooner for the first set at four o'clock in the morning, and the fishermen continue at their labors until all the fish landed on the schooner from the dories have been properly dressed, cleaned and packed away in kenches in the hold. If the fishing is at all good, there will be sufficient work to keep them busy, and it will be after midnight before they are at last able to turn in.

Salting Down the Catch

The fish, when landed on board the schooner from the dories, are placed in one end of a large box-like affair called a kid. The throater takes each fish, cuts the throat, splits it half-way down, and places it in the other end of the kid. The header then takes the fish from the kid, places it on one end of the splitting table, removes the head and insides, at the same time separating the liver, which is placed in a separate container, and passes it over to the other end of the table where the splitting operation is completed, by splitting the fish to the tail and almost through the back so that it will lie flat. The fish are then placed in a vat of water and thoroughly washed before going to the salter, who salts them heavily and piles them crosswise in kenches three and one-half feet wide in the hold of the schooner.

The catch generally is composed of six varieties of fish, cod, haddock, pollock, hake, cusk and halibut. Of these the cod is the most valuable. They are all salted down together, with the exception of the halibut which is placed on ice and brought to port fresh. The monetary returns from the halibut and the fish oil derived from the livers amounts to quite an item. The average season's catch per vessel is thirty-four hundred quintals, the average for the two spring trips being fourteen hundred and for the summer trip two thousand quintals. A quintal is one hundred and twelve pounds.

Going Into World Markets

On the return to port the catch is removed from the hold of the schooner, loaded into dories, and transferred to the fish curers and driers, who in the parlance of the industry are referred to as fishmakers. Here the fish are first thoroughly washed, and then spread on flakes in the open air to dry. Great care must be taken in connection with the drying process so that the fish does not become sunburned. After being thoroughly dried they are placed in the fish stores for a period of three weeks, where they undergo the sweating process. They are then sorted and again placed on the flakes for re-drying and airing before being taken to the merchant on their way to the fish markets of the world.

The Lunenburg deep-sea fishing industry is carried on on a purely co-operative basis, and, to a great extent, it is to this that the industry owes its thriving condition. In the crews that man the schooners there are only three paid employees, the cook, the header and the throater. The two latter are young chaps, apprentices, fishermen in the making. When the fish are all marketed, and the final computation for the fishing season has been completed, the schooner settles with her crew on the following basis: From the total gross stock is deducted the wages of the header and throater, bills for towing, a commission of two and one-half per cent. which goes to the master of the schooner, all bills for bait, the curing of the fish landed, and the gauging of the oil. The remainder is divided equally between the owners of the schooner and the crew, each man sharing alike. From the owners' portion is deducted another two and one-half per cent. for the captain, and all bills contracted in connection with the outfitting of the vessel, so that the schooner provides all the equipment necessary to carry along the industry successfully and all the supplies and provisions consumed during the fishing season. From the crew's share is deducted the wages paid to the cook, and an amount of seven dollars per man which is paid over to the schooner's account for incidental expenses in connection with fitting the schooner for fishing and for the operating expenses of the gasoline hoisting engine which is used for the purpose of hoisting the sails and any other extra heavy hauling work. The captain and salter each receive one man's share, so that the net amount which goes to the crew is divided into sixteen equal portions. The total amount, therefore, received by the captain is one man's share, two and one-half per cent. of the total gross stock, and two and one-half per cent. of the total amount going to the owners of the schooner after the first division.

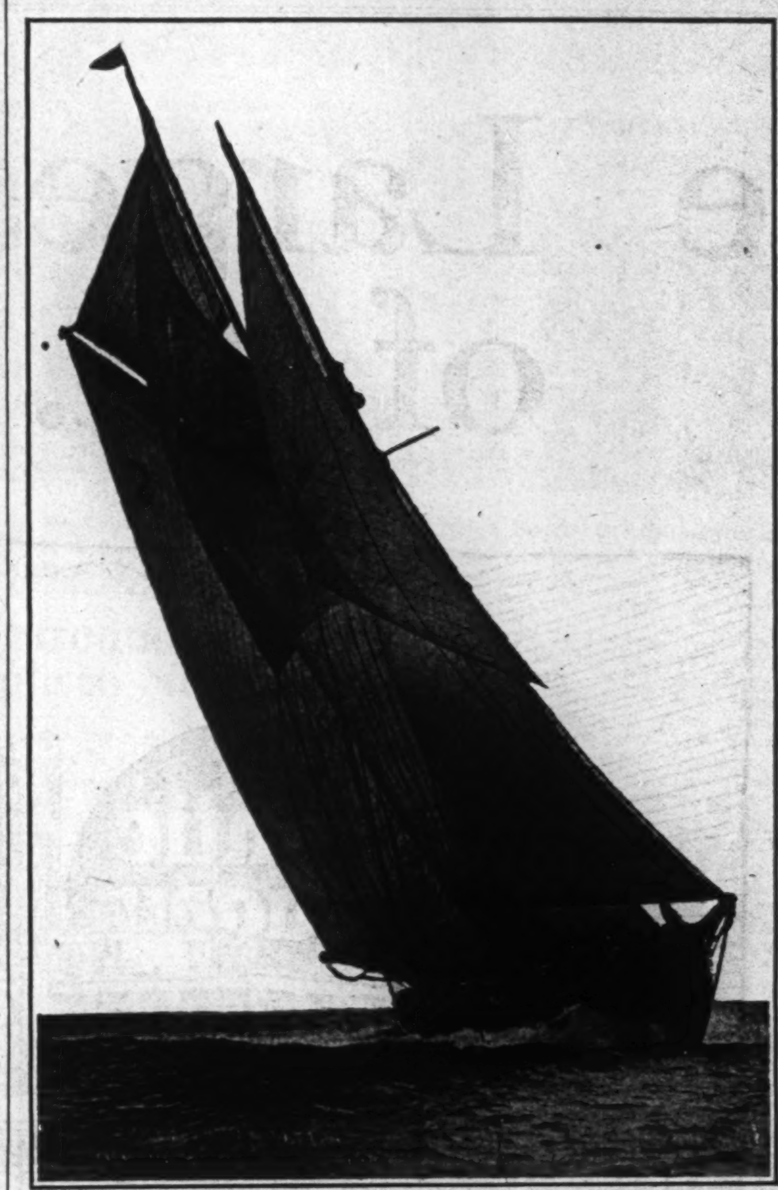
Another Way of Catching Fish

There is another class of banker fishing out of Lunenburg, the handliner, which carries on in an altogether different manner, although its operations are also proceeded with along co-operative lines. These schooners carry from fifteen to twenty-one dories, and as their name implies, the men fish with a number of separate lines. In this case there is only one man to a dory, who operates as many lines as he can successfully handle, and the amount of the share he will receive from the returns during the fishing season depends entirely on his own individual efforts. His share is computed according to count. Each man counts the number of fish he has been successful in catching, irrespective of size, and the man with the largest number of fish to his credit receives the largest amount from the proceeds of the different trips. The remainder share in proportion, according to their count. The gross returns from the fishing season of a handliner are dealt with in exactly the same manner as in the case of a banker, but after the first division, the amounts paid out for expenses chargeable to the crew's portion are computed according to each man's count, the high liner paying the largest share.

Schooners Are Owned Co-operatively

Most of the schooners employed in the industry are built in the shipyards at Lunenburg. They cost at the present time in the vicinity of eighteen thousand dollars for hull and spars. The additional cost for rigging and the equipment necessary to place them in operation amounts to about five or six thousand dollars. Each schooner is divided into sixty-four shares, and while there are a number of individuals and firms who own as many as sixty-four shares, there is not a vessel operated in the fleet which is owned entirely by one person or firm. The shares are disposed of amongst the townspeople and the fishermen of the fleet, and, as quite a large portion of a schooner is owned by the master and crew who operate her, a big percentage of the shares of the fishing fleet are thus under the direct control of the actual fishermen. This tends toward a greater spirit of co-operation between the owners and men, and is an added incentive to the men themselves to ply their calling in the most efficient and enthusiastic manner, as, from a successful trip, they receive not only their share of the amount divided among the members of the crew, but, if they are shareholders, they also come in for their portion of any profits which the schooner may have, through their efforts, made during the fishing season.

The Bluenose



She pays dividends as well as wins races and has returned her owners 15% to 25% annually.

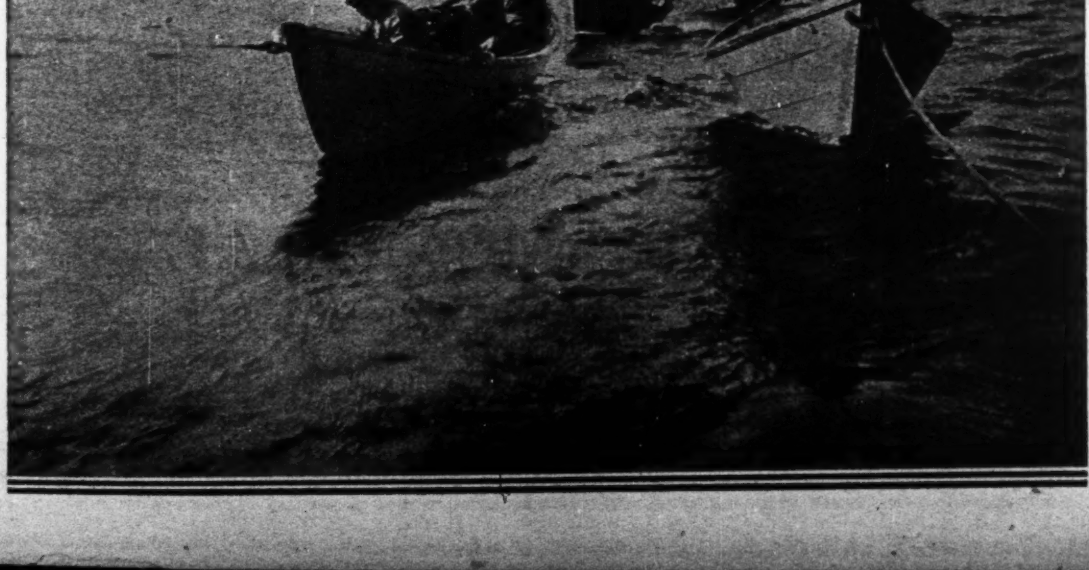
The industry is consequently carried on with little or no friction. It is untroubled by labor disputes, and such little divergent problems which crop up from time to time are always disposed of in a quite amicable manner. It, with its allied industries, is the very life-blood of the town, and a large section of the county of Lunenburg. The annual average gross returns from the catch of fish landed at the port of Lunenburg is approximately one and one-half millions of dollars. The community is not affected to the same extent by periods of great booms and heavy depressions such as are felt in industrial sections and sections where the population depends on manufacturing as its chief means of livelihood. It is true that exceptional periods of prosperity such as were prevalent throughout the entire world during and immediately following the Great War, have quite an effect on this industry. Food prices at that time soared upwards, and the annual value of the catch mounted to from three to five millions of dollars.

The cured product is marketed in the United States of America, Cuba, Porto Rico, and various other of the West Indian Islands. During the winter months a number of the schooners fit out for coasting and carry fish to the West Indies, returning home with cargoes of salt for use during the next fishing season. In the technical sense of the terms, the Lunenburg fishing skipper is not a qualified navigator, he passes no examinations, he holds no diplomas, but in the practical operation of his craft he is of the best, and without any hesitation sails his little schooner to the West Indies, Portugal, Italy, or to whatever port she may be chartered.

Races Have Improved Craft

Unlike the schooners engaged in the fresh fishing industry, speed is not essential to the make-up of a salt sea fisherman, and until recent years little consideration was given along this line by the designers and builders. Some three or four years ago, however, a race was arranged to take place off Halifax harbor between various Lunenburg schooners, with the result that immediately following the event a challenge was issued from the headquarters of the American fishing fleet to race some schooner which they should select, off Halifax harbor in the following year. The race resulted in the American carrying off the honors. During that year there was built in the Lunenburg yards a schooner, a prospective racer, the Bluenose, the finest in design, the most graceful of line and one of the most seaworthy fishermen ever operated in the Lunenburg fleet. She successfullly carried off the cup and title and is to-day the Queen of the North Atlantic Fleet, the last word in efficient up-to-date fishing craft, and the pride of every Lunenburger.

Dories in Tow.



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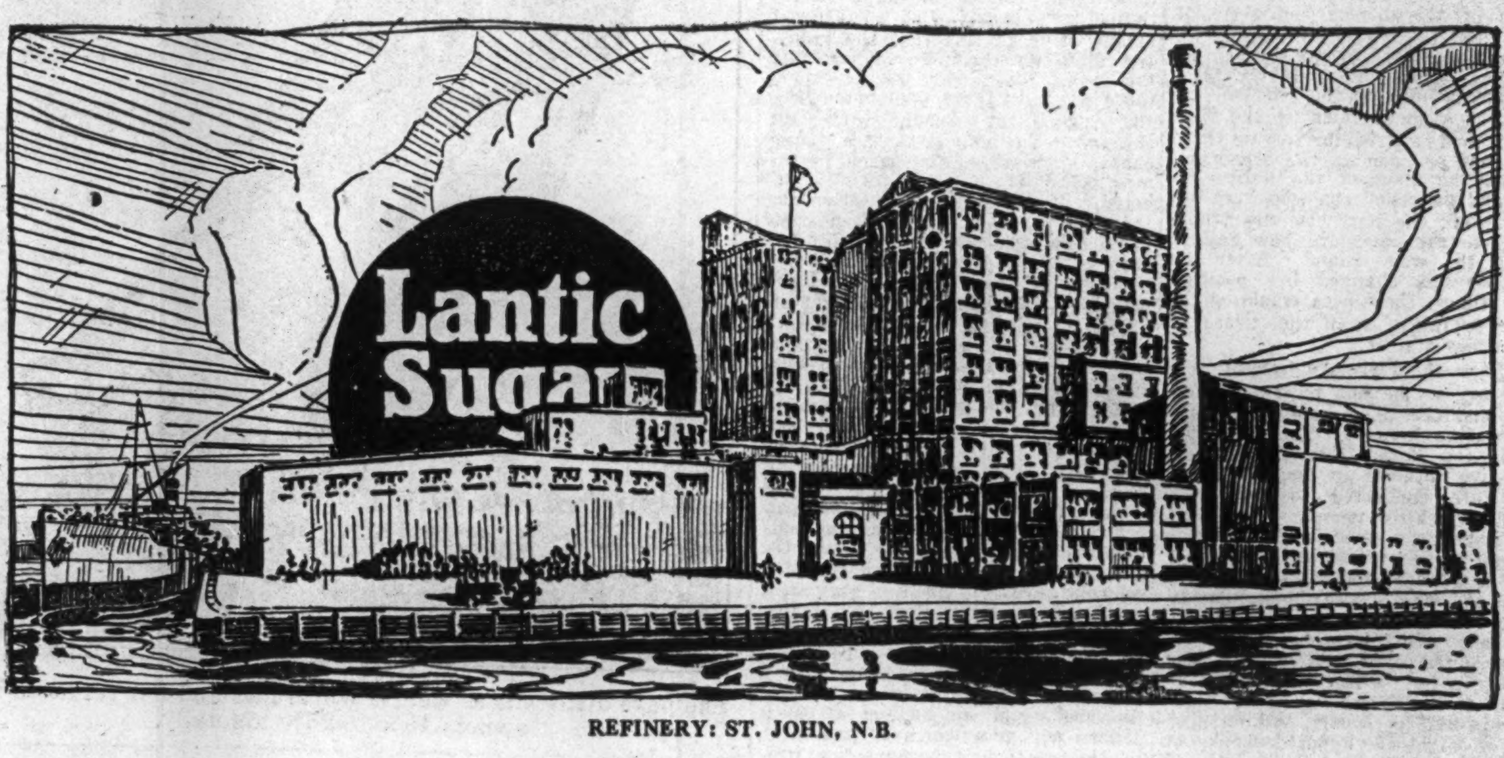

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Four Million Dollars Yearly From Annapolis Valley's Golden Apples

THERE is no depression in the Annapolis Valley of Nova Scotia, where golden apples grow on trees. Here, in Evangeline's country, there is wealth a-plenty. The story of Nova Scotia's fine apple-growing industry is well told here by a man who is not only a political leader in Nova Scotia and a member of the provincial cabinet, but a successful orchardist on a large scale.

By Hon. John A. McDonald, M.P.P.

THE Garden of the Eastern Province of Canada, is a name which could be very properly applied to that portion of Nova Scotia, known as the Cornwallis-Annapolis Valley, which also comprises the lovely valley of Gaspereau. This is one section of our country where those engaged in its main industry, that of fruit growing, cannot truthfully tell a depressing story of the result of last year's operation; in fact for the last six years this branch of agriculture has experienced a period of unprecedented growth and prosperity. According to the bankers, these orchardists and those who do business through their institutions, have honored their obligations with consistent promptitude.

The apple industry, along the whole of this "Vast expanse of Orchard," extending for over a hundred miles from Windsor to Annapolis and varying in width from six to fifteen miles between the North and South Mountains, has enjoyed this prosperity for several reasons, the most important being those over which no human agency has any control. The climate and soil are so well suited to the successful growing of apples that our farmers are certainly justified in giving the greater part of their time and attention to this branch of agriculture. I might mention the only handicap in respect to the climate is the fact that there is not sufficient sunshine for the deep rich coloring which is found on the best fruit of British Columbia; but we can produce an apple of better flavor and keeping quality than can be grown anywhere else in America.

Geographical Position Favorable

Geographically our position is peculiarly favorable. There is no doubt but that we are raising larger crops on cheaper land, and selling them for better prices with less expense in reaching the larger market than in any other part of Canada. The transportation costs in landing a box of British Columbia apples in Covent Garden, by the way of the Panama Canal, is four shillings and eleven pence, and overland five shillings and nine pence, as against a Nova Scotia barrel at six shillings, which leaves the appreciable difference of at least one dollar per barrel in favor of the Nova Scotia Growers.

Another reason why our orchardists have had a fair measure of success attend their efforts lies in the fact that they are going about their work scientifically. They are availing themselves of all the best and up-to-date methods of spraying, fertilizing, and cultivating their trees. Where the fruit is not clean, small-sized, and a small crop, the grower is to blame. Where the crop is below the average in quantity and quality, it will be found that the trees have not had sufficient fertilizer applied, or the orchard did not receive the four or five applications of dust or spray, which seems to be essential to properly insure a clean crop. It is generally agreed that the most profitable orchards are those which produce the cleanest and most perfect fruit. One of the greatest expenses which our modern orchardists have to meet is the cost of the dust or spray materials. There is no question but that, through the loss of crop, it costs more per barrel to half do the work than to do it thoroughly.

The apple industry may have taken 250 years to develop, from the first tree planted by the French in 1633 to 20,000 barrels in 1880; but the last 45 years has shown a growth of ten thousand per cent. The production of the valley and the export to overseas markets for the years 1911-1925 has been as follows:

Years	Total Product'n. of apples (bbls.)	Export of Apples to Overseas Markets (Bbls.)
1911-12	1,730,496	1,178,695
1912-13	983,229	749,314
1913-14	644,520	422,886
1914-15	978,222	692,834
1915-16	612,412	307,645
1916-17	680,568	381,361
1917-18	744,730	None on account of war conditions
1918-19	No statistics kept	210,005
1919-20	2,171,832	485,924
1920-21	1,451,618	1,044,837
1921-22	2,062,810	1,209,980
1922-23	1,881,758	1,234,928
1923-24	1,815,932	1,259,569
1924-25	1,800,000	1,100,000

Big Future for Growing

There is a big future in fruit growing for the valley. Only a small portion of the available orchard land, less than 25 per cent., is planted to fruit trees, though our farmers are planting large quantities each year, many more than is required to take the place of the older trees which have served their usefulness, or are beyond the profitable stage. It is a conservative estimate to say that for the last two years there has been an average per year of 100,000 trees set out; and if this course is followed and the trees are properly looked after, it will be a few short years when the revenue will be increased by millions of dollars. Our orchardists, however, need to guard against the problem of having a greater acreage than they are able to properly prune, cultivate, spray and fertilize. Orcharding, to be successful, as with other industries, requires the personal supervision of the owner. We have made and are still making the mistake of sending too many of the number three grade and domestics to the markets. It is doubtful if we should send any. By keeping them back and manufacturing them into jam and evaporated apples we would ultimately build up better prices for our higher grades.

In the Cornwallis Valley we also have 50,000 acres of dyked marsh lands, reclaimed from the sea, which lie at the head of the Bay of Fundy. For a century and more these dyked lands have grown hay up to three tons an acre. Then there are large intervals and cultivated fields on which are grown large crops of hay and grain. So that conditions exist whereby our farmers are able to carry on dairying successfully. In the best interests of our people I trust that in the future more and more will take up dairying with their orcharding, for from this mixed style of farming shall we be able to build up our farms, and as fertility is increased, the cash side of the ledger will improve.

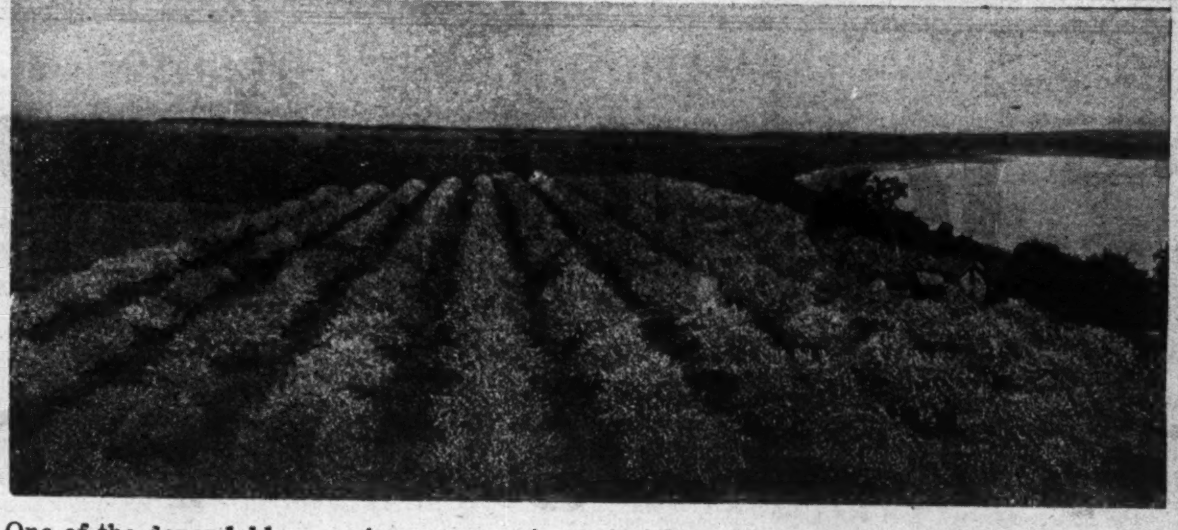
For Co-operative Marketing

I have already suggested that the future of our orchardists is full of promise; but just how much promise depends upon the efforts of the growers themselves to a large extent, and upon their willingness to co-operate for commercial purposes with those of their profession. The farmers of the Valley are, with the splendid aid of our governments, keeping abreast of the times in matters pertaining to production; but we are not as yet adequately coping with our marketing problems. As I see the situation, the solution of many of our marketing problems will be found in co-operation, and in a national brokerage scheme for the co-operative marketing of our fruit at home and abroad, such as was talked of at a recent meeting of the representatives of the Fruit Growing Organization of the Dominion at a conference recently held at Ottawa.

At present the bulk of our crop is sold at the ports of London, Liverpool, Glasgow, Manchester, Southampton, and Hull, by a highly organized system of distribution. As soon as the fruit is discharged from the steamers at these ports, samples are immediately selected at random from each market and in the public auction the fruit is sold according to these samples. In the ordinary course of auction selling, if the bulk purchased happens to be better than the sales-worn samples, nothing, of course, is said by the buyer. If, on the other hand, there is any excuse for claiming that the bulk is inferior to samples, the buyer will naturally claim for adjustment with a threat of rejection. Thus, the auctions, while public, are often not publicly completed sales. Competition is a matter of private arrangement between buyer and broker in many cases; in fact, with some brokers, as often as suits the interest of the buyer. Until such time as the national brokerage scheme can be perfected, undoubtedly the growers should have a representative at these ports of sale to see that the orchardists' interests are protected, and whose special function might well be to render the services of vigilant guardianship.

Not Much Danger of Over-Production

There is little danger of over-production of apples for the valley orchardists. It is to be noted that the Dominion census figures show that over the whole of the North American continent there were less apple trees bearing and non-bearing in 1921 than there were in 1911, by the astonishing total of roughly 4,000,000, or about 100,000 acres. Figures from the Canadian Year Book show that in 1920 there were 17,475,414 bushels of fruit grown as compared to 18,626,198 bushels in 1900. These figures support the growers who contend that the future for our industry is full of promise. Our optimism is not merely bolstered up by a good year, but rests on a sound economic basis. Therefore, we should continue the planting of more trees if we can give them the proper attention, and in a short time our annual revenue from this branch of agriculture will exceed the $4,000,000 average of to-day.



One of the dependable, growing sources of pro vincial wealth in Nova Scotia is apple-growing. Incidentally the beautiful sight of thousands of trees in blossom is a attraction that draws tourists to the Annapolis Valley in the early summer months.

Early Acadians Introduced the Apple to Nova Scotia

THE romantic and historical as well as the commercial story of apple growing in Nova Scotia has been told by F. G. J. Comeau in his book on this subject. Mr. Comeau is general freight and passenger agent of the Dominion Atlantic aRilway. The following extracts from his work will be of interest:

THE apple was, without doubt, first introduced into Nova Scotia, or l'Acadie, as the province was then called, by the early French settlers, in the early part of the seventeenth century, although no definite date as to its original introduction has as yet been established.

The first records, in Acadian history, of the apple industry in Nova Scotia, take us back to 1635. The following extract taken from the archives establishes this date insofar as it relates to the south shore of the province:

"On the occasion of a voyage made by Nicholas Denys, in 1635, to LaHave, he reported that a missionary located in this territory had a beautiful garden in which were to be found several apple trees and pear trees, all well rooted and in healthy condition."

Following this we find in Rameau de St. Pere's work, entitled "Une Colonie Feodale en Amerique" (pp. 176 and 230) the following reference to the apple industry in l'Acadie, in the seventeenth century:

"In 1689, a survey was made of the territory in the vicinity of Port Royal occupied by the French. It showed that among other fruit trees the apple and the pear trees were thriving well, as well as they were doing in Normandie. It was also from Port Royal that the first trees were taken to Beaubassin."

The above quotation was written in 1692 by Mr. Cadillac, who afterwards became the founder of Detroit, Michigan, in his memoirs of l'Acadie.

The First Importations

It must have been some time then since the cultivation of fruit trees had been introduced into l'Acadie, and it is probable that some of the first importations were made by d'Aulnay de Charnisay (1632-1634).

The fact that apples and pears are reported in historical records as having been grown in LaHave in 1635 and at Port Royal in 1689, in comparatively large quantities, would indicate that the young trees were brought out from France, or that the method of propagation in those times was from seeds. So also is it a matter of historical record that apples were originally imported to this country from Europe. It is related that in 1629 the governor of Massachusetts Bay brought out apple trees from England, and later, in 1647, Governor Stuyvesant brought with him trees to what is now New York, then called New Amsterdam.

Some Very Old Trees

Traces of old French orchards are said to have been found in the vicinity of the first French grist mill at a place called Three Bridges, where the first French fortifications were built on Allain's Creek, a tributary of the Annapolis River forming one of the boundaries of the peninsula on which Annapolis Royal is now situated. Near the site of the old mill may yet be found old traces, or remnants of old orchards that were undoubtedly planted by the Acadians. All indications point to this spot as having been the place where apples were first planted and grown on this continent.

Roundhill district also claims the distinction of possessing old trees of French origin. The farm on which Mr. Cuthbert L. G. Hervey now resides was said to have an orchard known to be over 100 years old 70 years ago, when Mr. Lawrence Willet sold it to Mr. Isaac V. Healey. This would bring the planting well back to the French period. A few trees are still standing and well show their great age, although yet bearing abundant crops of apples. On the farm of Mr. Edward E. McDormand, Roundhill, there is an apple tree which in 1812, when his mother, a descendant of the Whitman family, came to live there, was then a large full-grown tree, bearing full crops of apples. This must also have been of French origin.

Colonel G. A. LeCain (whose name was originally LeQuesne) the sixth generation of the same name to live on the estate, has an old tree on his farm which has always been called an old French tree, although it is impossible to obtain any particulars of its age. This tree, a Bishop Pippin, is known to be over 170 years old and measures over 10 feet in circumference at the butt. It has a record of bearing 33 barrels of apples one year. Mr. Joseph Kinsman, Kinsman's Corner, King's County, also has a very old tree, probably 150 years old, or more. This tree has borne as many as 29 barrels, in one year, of the most delicious Gravensteins grown anywhere in Nova Scotia, and is still bearing about 10 to 15 barrels every year. The trunk of this tree has a circumference of 9 feet. It is not probable that the Gravenstein was known to the early French inhabitants and this apple at least may have been an American or English importation.

EXPORT GYPSUM; IMPORT PLASTER

Nova Scotians Need Capital to Develop Such Industries as That

There are, in Nova Scotia, houses finished with plaster made in the United States from Nova Scotia gypsum. Nova Scotia people read United States magazines printed on paper made in the United States from Nova Scotia wood.

One of the reasons for such a situation is the lack of capital in Nova Scotia for investment in home industries: Nova Scotians are prosperous but do not care to invest at home, a situation that does not signify lack of opportunity in the province but rather is an anomaly of psychological import that has many deep-rooted causes.

There is ample opportunity in Nova Scotia and the other two Maritime Provinces for the safe investment of capital.

'PHONE BAROMETER AND WHAT IT TELLS

Nova Scotia Made Some Gains But Business Was Chiefly "In and Out"

Often telephone business may be taken as an indication of the trend of general commercial activity in any territory. The fact that there have been only small yearly gains in the number of installed telephones in New Brunswick and Nova Scotia is indicative of the somewhat quiet conditions that have prevailed.

The Maritime Telegraph and Telephone Company, which operates in Nova Scotia and which controls the system in Prince Edward Island as well, had a net gain of 700 telephones only in 1924, and to make this gain it had to handle almost 12,500 telephones. It put in 6,500 telephones and took out 5,800. There were about 32,700 'phones in service at the end of the year.

Investment houses report a somewhat similar experience. They are making their profit from the profitable exchanges of their clients rather than from orders representing new cash for investment.

Claims Canada is Bound to Use Canadian Ports

By Hon. F. B. McCurdy.

When the basis of a Canadian National Railway system was being constituted the late lamented Sir Wilfrid Laurier and his associates of that day incorporated in the recitals and provision of the Grand Trunk Pacific legislation that Canadian rails should be used, that unrouted traffic for export should be shipped through Canadian ports, and that the G. T. P. should solicit business for such routings. That was the plan on which future private corporations were to operate in the interests of national economic independence and in justice to the people of the East. But these corporations have fallen into the hands of the Government, and are now operated by the management of the C. N. R. To the Eastern people it is an anomaly that in carrying on the business of the roads, whose operation and management they have assumed, the management of the C. N. R. should calmly ignore the conditions and provisions on which public aid was accorded the Grand Trunk in its trans-continental extension. In spirit, if not in law, the Government is as much bound to the national commitment to use Canadian rails and ports as were the original incorporators of the G. T. P.

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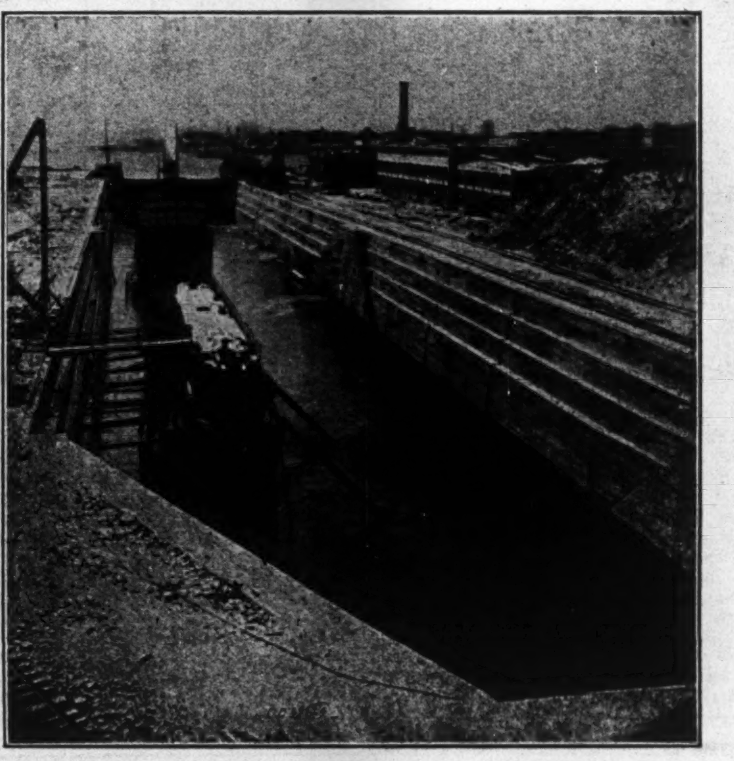

St. John Drydock in process of being flooded. This photograph gives some idea of the immense size of the dock and its modern design.

DRYDOCK

1,150 feet long on blocks; 42 feet draught on sill. Can be used as one dock or two separate docks, 650 feet and 500 feet each.

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All steel construction, capable of hauling out vessels 300 feet long.

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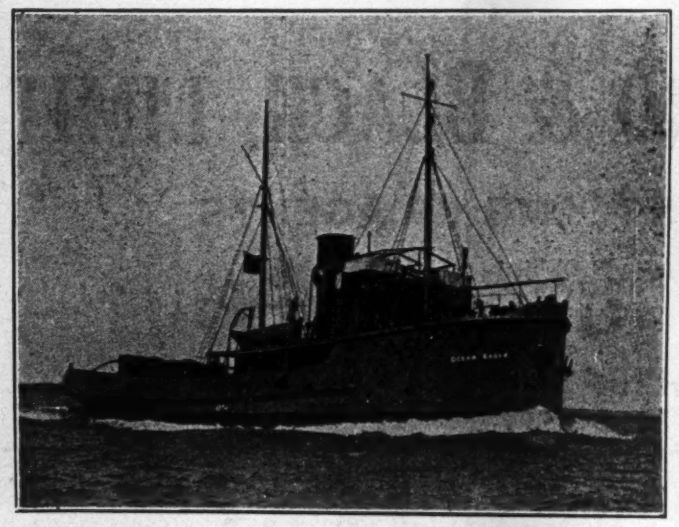
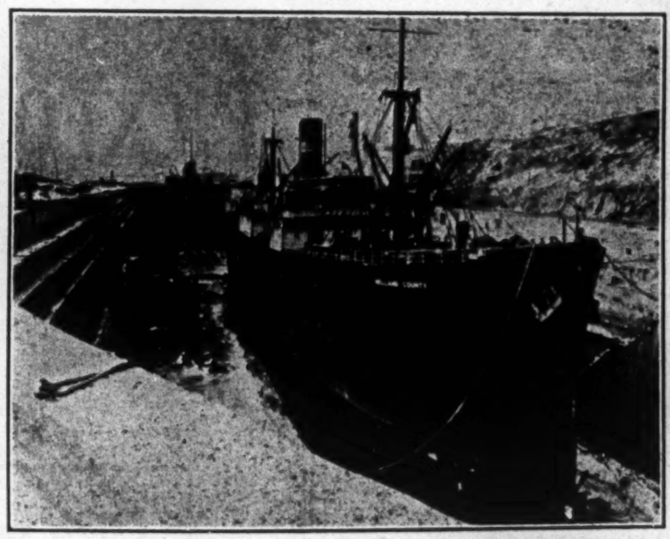
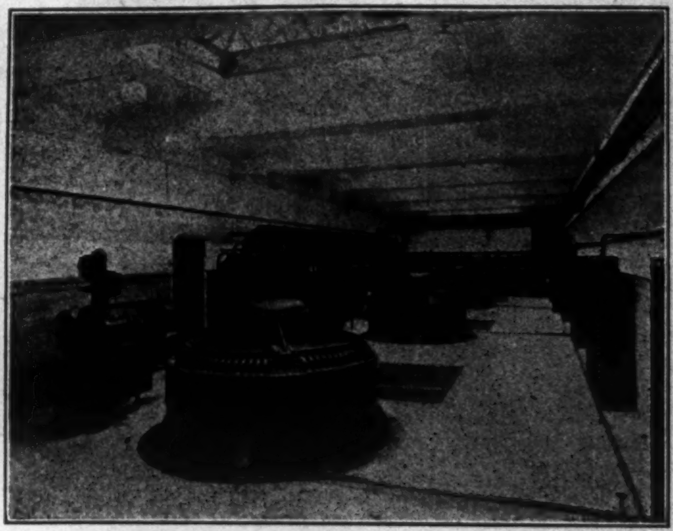


Salvage tug "Ocean Eagle" of the Company. A fine fleet of tugs is maintained for sea and harbour work and the most up-to-date salvage organization has been built up.



Three vessels in the dock at once. The C.G.M.M. Steamship "Canadian Mariner" and the Steamship "Welland County" are seen, as well as the Steamer "Newton," which is being scrapped.



An interior view of the pumping station. The Drydock has power house, pipe shop, pattern shop, joiner shop, engine shop, boiler shop, plate shop, blacksmith shop, saw mill, electrical department, welding and painting equipment.

Ship repairs of all kinds to hull and machinery.
Full salvage equipment: tugs, pumps, air compressors, derrick scows.

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New Brunswick Plans Big Super-Power System; Should Give Great Impetus to Paper Industry

NEW BRUNSWICK is embarking upon a gigantic super-power scheme to provide power for every inhabited part of the province. The scheme is being carried on by the government of the province as a public ownership project, and as such it has aroused some opposition, not only in the province itself, but outside. This article can hardly attempt to either condemn or to justify the public ownership method of development of New Brunswick power except to point out that the people of New Brunswick state that they are not by policy believers in the general principle of public ownership. They believe in giving private initiative the fullest possible scope for successful work. But they do feel that the conditions existing in New Brunswick have made public ownership of the provincial development scheme essential.

The Argument Advanced

The province has only one major water power site, that at Grand Falls. This site must be depended upon to supply most of the communities of the province with their electrical energy. Private development of the site on a commercial basis could mean the sale of the power to a few large industries and to communities along a few lines of density of population. Outlying communities would not be served by a super-power system developed on a commercial scale by a private organization. Therefore, in order to give the benefits of electrical energy at comparatively low cost, to all sections of the province, the government has decided to look after the development and distribution itself.

New Brunswick has now only about 40,000 h.p. of electrical energy installed. This is a smaller amount per head of population than in most of the other provinces. While the power resources of the province are not so large as in other provinces there are some 200,000 h p. or more of commercially feasible stream development. This does not include possible power from the tidal waters of the Bay of Fundy, where engineers have been making rather extensive studies to judge of the possibility of hydro-electric development.

Grand Falls Is Biggest Site

The chief power site is Grand Falls, which will develop about 140,000 h.p. of electrical energy This site was formerly controlled by private interests, who were unable to carry out plans they had for its development. The province took it over justifying its action as in the public interest because the province could develop it on a broad scale for all parts of the province, while the private interests who controlled it would have been forced to use it only for a paper mill they would have built. This would have meant a partial development only for many years to come.

A transmission line system, encircling the whole province, will be built to carry Grand Falls power to various districts. The maximum length of transmission line will be 275 miles.

Quite likely in New Brunswick the provincial commission will look after the entire distribution work, and there will not be many local commissions, one for each municipality, to buy power at wholesale from the provincial commission and to distribute it at retail to homes and commercial institutions, as in Ontario.

Look For Big Paper Development

It is hoped that the development of electrical energy on a large scale in New Brunswick will be effective in promoting the development of the paper industry in the province. At the present time the province has several important pulp mills, but only one comparatively small paper mill. It has tremendous timber resources in spruce and other pulpwood, and saw timber species, but the lack of adequate low cost power, together with the unrestricted export of large quantities of pulpwood from freehold lands, has held up the development of further paper mills. Reasonably cheap power is certain to bring about a healthy development in paper manufacture in New Brunswick, and will be an important step forward in giving the province the revenue it should have from its crown lands and privately-owned forest areas.

This question of the further development of the paper industry in New Brunswick is one of such vital importance to the industrial future of the province, that one finds much interest in reading the comments on the subject of S. R. Weston, chief engineer of the New Brunswick Electric Power Commission, who stated in a public address some time ago:

Lumber Business Is Going

"I can remember when there were 18 saw mills in the vicinity of St. John; there were eight or ten at or near Fredericton; there were others along the river. There were booming and rafting operations employing hundreds of men at Lincoln and Douglas. At almost any hour of the day you would see a raft being towed by any reach of the St. John River. There were considerable scow building operations carried on along the river. All of these activities depended upon the sawn lumber inductry. Next year, according to report, there will be two saw mills operated in St. John. The booming and rafting operations have dwindled and are passing out, and so are the scow building and small operations all along the valley. This great loss is reflected in the business of your merchants, your farmers, your schools, and is felt by your workmen. The timber business of New Brunswick is following a downward curve, due in part no doubt to the fact that our large timber is depleted and in part due to the competition from the virgin forests of the Pacific west coast, which has followed the operation of the Panama Canal.

"Now, what have the other older provinces of Canada been doing with their timber resources while this change has been going on? We find that the world's output of paper last year totalled about 4,700,000 tons. More than half of this was produced in North America and 60 per cent. of the total was consumed on this continent.

"It is expected that Canada will this year lead the world in newsprint production. In 1911, she exported 363,075 tons of pulp and paper. In 1923, 2,469,301 tons, or seven times as much. But New Brunswick exported 36,711 tons in 1911 and 111,126 tons, or only three times as much in 1923. So that in 15 years, in this one great national industry, that one might expect New Brunswick to participate in, we find that the expansion has been at less than half the rate for all Canada. There is no Canadian industry with greater promise.

Only Enterprise Is Needed

"Here is a tremendous business that is constantly expanding; it is a Canadian business and here in New Brunswick is the raw material, the workmen and the power. There is only one thing necessary and that is enterprise on the part of our people. You will find that a larger proportion of the total cut of pulpwood of New Brunswick is exported unmanufactured than in any other province of Canada, except Manitoba, which in 1923 produced only 80 cords. If New Brunswick cannot successfully produce newsprint paper, her case is hopeless and we may as well forget it as a living member of this great Canadian confederation.

"There are, according to published official reports, over 30,000,000 cords of pulpwood in this province. Your foresters will tell you that this increases by annual growth at the rate of from two to three per cent. At the more conservative limit there is an annual increment of 600,000 cords. Keep the forests from fire and you can get cut 600,000 cords per annum without drawing on the principal. That is 2,000 cords per day for 300 days in the year. It takes 1.5 cords of wood per ton of paper, so that we could produce 1,300 tons of newsprint per day without depreciating the forest areas. It is true that there will always be required some sawn lumber, but if a tree manufactured into paper will bring more gross revenue to the province than sawn into deal, it had better be used for the former purposes, even though you import your lumber. But even if only half this possible output were realized it would require half a dozen fair-sized papers mills in the various valleys of this province. To-day the output of newsprint is from a single mill at Bathurst and amounts to about 60 tons per day.

Big Revenue Is Possible

"The timber output of this province is about 300,000,000 superficial feet per year and is worth less than $30 per M, or $9,000,000. This same quantity of timber would produce 400,000 tons of paper worth $28,000,000. You cannot increase the gross earnings of the timber lands from $9,000,000 to $28,000,000 without favorably affecting the interest of every community in the province.

"Power is a necessity in the manufacture of paper. It requires about 100 continuous h.p. per day per ton per day output. In the case of a 50-ton mill paper machine producing 300 days per year, the total output is 15,000 tons, and 5,000 h.p. is required for the year. If that had to be produced from fuel it will cost at least $60 per year h.p., or $300,000 per year; a charge of $20 per ton against the product. With the price of paper at $70 you can see what a large item this power bill would be. But given Hydro-electric power at, say, $30 per h.p., this power item will be reduced by $10 per ton of output."

Mr. Weston concluded by prophesying an excellent development in paper manufacture in New Brunswick as a result of the development of electrical energy in the province.

T. H. Estabrooks, St. John Business Leader, States Needs and Future of His Province

A RATHER thorough grasp of the needs of Canada's Atlantic coast ports is one result of much study given the question by T. H. Estabrooks, tea merchant of St. John. As one of the men who have helped to build Canada's import and export trade and as a successful business man whose trading is more than nation wide, Mr. Estabrooks must be listened to with a full measure of respect. He is the president of the T. H. Estabrooks and company, the Red Rose tea people, and he has personally built up this extensive business.

Mr. Estabrooks, in his discussion of the Eastern ports problem gets down to fundamental principles. As a member of THE FINANCIAL POST staff sat in his office he talked to him something along this line:

"Transportation is our big business here in the East," said Mr. Estabrooks. "We have some manufacturing here and other sources of wealth. too, but the fundamental business of any great port like St. John, the business that provides the bulk of the purchasing power of the community, is transportation and shipping. We are interested, then, in maintaining and extending that transportation business. We feel that when fiscal and financial measures aimed at the development of a united economic Canada are considered that it ought always to be kept in mind that our business is transportation.

"In Ontario and Quebec, the great business is manufacturing and the whole fiscal policy of the Dominion has been founded upon the principle of giving protection to industry that will build up industry in the country. Unfortunately the protective tariff is of little or no value to the Maritime Provinces to-day. Our industries have not been built up behind tariff walls as have the industries of Central Canada. The tariff as constituted in Canada to-day is a real burden to us in the East of Canada. We ask that our fundamental sources of revenue be given the same measure of protection that is given the chief source of purchasing power in the centre of the country. And as transportation is our business we feel that it should be protected by measures that will divert traffic from American ports to our own Canadian ports, including the port of St. John.

"Now, such measures, whether they take the form of adjustment of freight rates or some other form are likely to cost the rest of Canada something and to that extent people are likely to call them subsidies. But they should not be called subsidies any more than protective tariffs, which raise the cost of goods in this part of the country so that Central Canadian manufacturers can compete should be called subsidies. The Canadian manufacturer says that he cannot compete without a protective tariff and so we give it to him. We cannot compete without a measure of assistance for our ports and, therefore, they should be given protection. It is part of the give and take that is necessary to keep the country together.

"More transportation through these ports would give us prosperity. No business is so far-reaching in its effects, as will be understood if you but consider the wages paid to longshoremen, ship builders, repair men, and the channels through which this money circulates.

"St. John is now at the end of the third stage of its development and we are asking ourselves, 'Where do we go from here?' First there were the great days of prosperity when we were building wooden ships. Then the wooden ship went out and we shipped lumber instead of making it into ships. I once went down to the docks and saw eighteen vessels loading deals. The national policy brought the third great period in our economic history here. It brought us industries. One by one the industries have gone until there are only a few left. We are again at the cross-roads.

"I think that we shall find our next phase of prosperity in two ways; in the development of transportation and shipping wherein we ask the cooperation of the rest of Canada and in the development of our immense possibilities for tourist traffic and in this it is up to ourselves. These will bring in their wake a revival of industrial and business prosperity for this part of Canada."

President of St. John Trade Board Going After Factories

THERE are men in the Maritime Provinces who do not ask much from the rest of Canada; who feel that the solution of the present problems of the Maritime Provinces lies in steps that must be taken by the Maritime people themselves to promote their own prosperity. Such a man is Lewis W. Simms, the president and managing director of the great, all-Canadian firm of T. S. Simms and Sons. Mr. Simms is one of the most alert students of business in Canada and a hard worker in the public service. He has found time to be an active leader in the Canadian Manufacturers' Association, is a member of the civic administration and this year is president of the Board of Trade of St. John.

"Our problems can be solved by co-operation between the Maritimes and the rest of Canada and in that co-operation we ask one per cent. from the rest of Canada and ninety-nine per cent. from ourselves," Mr. Simms told me.

Working to Get Industries

Mr. Simms has a right to speak so bluntly for he is definitely working for Maritime prosperity without asking anything from any other parts of Canada. He is doing something that most people in the Maritimes are ready to admit cannot be done. He is going after branch factories of United States industries for his province. He considers that the big thing that brings American firms to Canada is the host of preferential trading arrangements between Canada and various British and other countries, arrangements that make it profitable to establish export plants in Canada. To take full advantage of export trade possibilities an industry must have good transportation facilities. Another important factor is low cost power. Mr. Simms proposes to take advantage of the fact that St. John is a sea port with world connections, that it is convenient to the countries where preferential arrangements prevail, and that the province is developing a large amount of power that will be available at reasonable cost. He proposes to build industrial life in St. John on these factors, and is working hard to that end at the present time in cooperation with other members of the board of trade of the city.

When THE POST representative was in his office, Mr. Simms took him over to a wall map of the world. He traced out various trading routes on the map and said: "Why, St. John is nearer to Rio de Janeiro than New York is, although you would not believe it until you look it up on the map. We are nearer to the British Isles than any American centre and nearer to all Northern Europe. It is a straight voyage from here around the Cape of Good Hope or to South Africa itself.

"We have the opportunities here. It is up to us to do the building of our industrial prosperity."

Incidentally, Mr. Simms' firm is building a good export trade to many parts of the world. The trade is built by aggressive study of markets, by the manufacture of high quality articles and by the adaptation of the smallest detail to the whims and fancies of the ultimate purchaser of the product abroad.

Canadian Trade for Canadian Ports is Appealing Slogan

The Spectator, Hamilton.

It is one of the chief causes of complaint of the people of the Maritime Provinces that the trade which should logically go to enrich their splendid ports is largely diverted to United States' centres. The slogan by which the provinces thus adversely affected are seeking to focus public attention on the grievance and to secure the necessary remedy, is a slogan which ought to appeal to all sections of the Dominion—"Canadian trade for Canadian ports." It is quite obviously to the national advantage that the cause should prosper. Public indifference, however, is a stubborn thing to overcome; the Maritimes feel that they have been too long neglected by other provinces, not through any want of good will, but through apathy and lack of information. Canadian exporters can do much to relieve the situation by routing their freight through Canadian ports, and it is an act of patriotism as well as of self-interest to do so. Government action, however, is essential before the conditions complained of can be effectively redressed.

New Brunswick Looks Forward

By HON. PETER J. VENIOT,
Premier of New Brunswick

NEW BRUNSWICK occupies to-day an enviable position among the provinces of the Dominion. By reason of the natural resources that are the foundation of its wealth and its geographical position in relation to the trade routes of the world, it is in a position to look forward with the utmost confidence. The province has suffered in the post-war depression that has encircled the globe, but during the past year there have been many evidences of a revival of prosperity in New Brunswick. This condition is being hastened by programs of development along various lines that are being carried out by public and private institutions.

The province itself is embarking upon a plan of hydro-electric development that has as its end the supply of hydro-electric energy to practically every part of the province at cost in order that private citizens and industry may benefit from the water power resources that are available. Progress has been made to date in hydro-electric development under public control, but the larger scheme now under way will link every part of the province in one large super-power system.

Water Power Will Help

The water power development will be of particular interest in its relation to the development of the province's forestry resources, which are considerable both in softwood and hardwood species. For many years New Brunswick has been a large producer of lumber, but changing economic conditions have diverted interest to the manufacture of pulp and paper. This industry requires a large amount of power and the lack of developed water power has in the past prevented the province from taking full advantage of its stands of timber for the building up of a large and prosperous pulp and paper industry. In the past few years progress has been made, and it is now certain that the development of water power will give sharp impulse to the pulp and paper industry in New Brunswick.

New Brunswick enjoyed the benefits of better than average crops in 1924. The agricultural areas of the province still offer opportunity for many new settlers who will find a home market of considerable proportions. Recent events have tended to restrict former markets for New Brunswick potatoes, but new markets are being found in Canada, and the West Indies, where the fame of New Brunswick potatoes has spread.

The fishing industry is undergoing considerable development. New Brunswick's fisheries are a source of pride, but they are capable of producing many times the present annual income from this source.

New Brunswick has complete faith in her ability to create a greater and wealthier province upon the substructure of her present natural resources. The people of the province feel, however, that the importance of their position in Confederation is not fully recognized by citizens of the more Westerly provinces of Canada. New Brunswick will continue to press its claim for a greater utilization of her ports in preference to United States ports, and for reasonable readjustments in freight rates that will enable the products of the province to find larger markets in Central and Western Canada.

Such recognition of the significance of the geographical position of New Brunswick, together with the inspiration of the new spirit of progress that is filling the hearts of New Brunswickers, will enable a greater betterment in the wealth and position of the province in the next few years than has yet been seen.

New Brunswick asks no favors; merely an even distribution of the benefits of union in Canada, and given this it will make its own future.

Promote Business Between Eastern and Western Canada

The Sun, Vancouver.

Vancouver is, by rail, about 3,000 miles from St. John or Halifax. That distance by rail haul, makes impossible an interchange of products. The only way then, that the Maritimes can do business with Vancouver and Western Canada is by water.

Freight may be hauled ten miles by water at the same cost as one mile by land. Reducing the water haul of some 6,000 miles between Vancouver and St. John, via Panama, and you have the equivalent to a 600-mile rail haul between St. John or Halifax and Vancouver.

Between American Atlantic-Pacific ports there are about 160 boats a month.

Between Canadian Atlantic-Pacific ports there are none.

Canadians, especially those of the Maritime Provinces, if they ever hope to do business with each other, have got to think in terms of the water haul.

News from Ottawa tells of millions to be spent annually by Canada on ship subsidies designed to develop business between Canada and Europe.

How about spending that money on developing business right here in Canada, so that Canadians living in Eastern cities can do business with Canadians in Vancouver and the West?

By ordering the immediate establishment of regular runs at reasonable schedule rates by vessels of the C. G. M. M. between Eastern and Western ports, via the Panama Canal, the Government of Canada could increase the earning power of this Dominion millions of dollars a year.

Maritime Province Investments

THREE offices, located in the three principal cities of the Maritime provinces, enable us to give unexcelled service in the buying and selling of. Maritime province securities — provincial, municipal and corporation.

A list of our offerings of Maritime securities will be gladly sent on request.

"We cover the Maritimes"

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LIMITED
HEAD OFFICE
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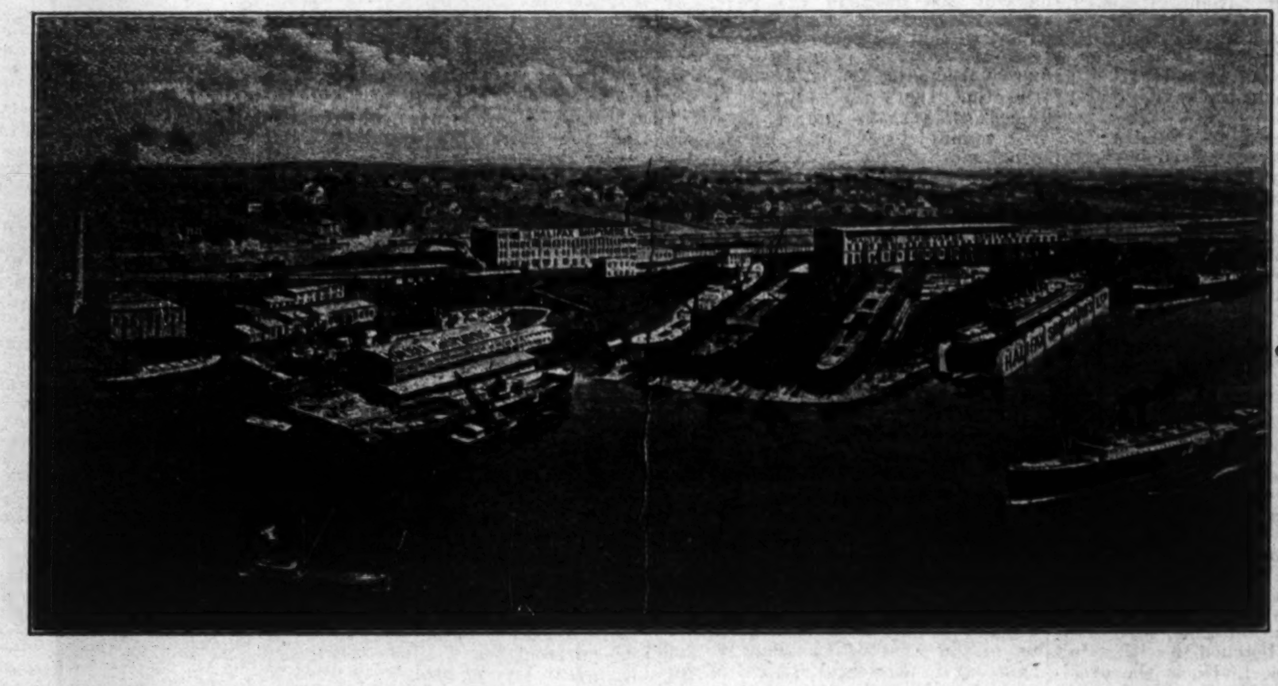

Fully Equipped Yards and Shops Capable of Carrying on all classes of HULL, DECK, ENGINE and BOILER REPAIRS

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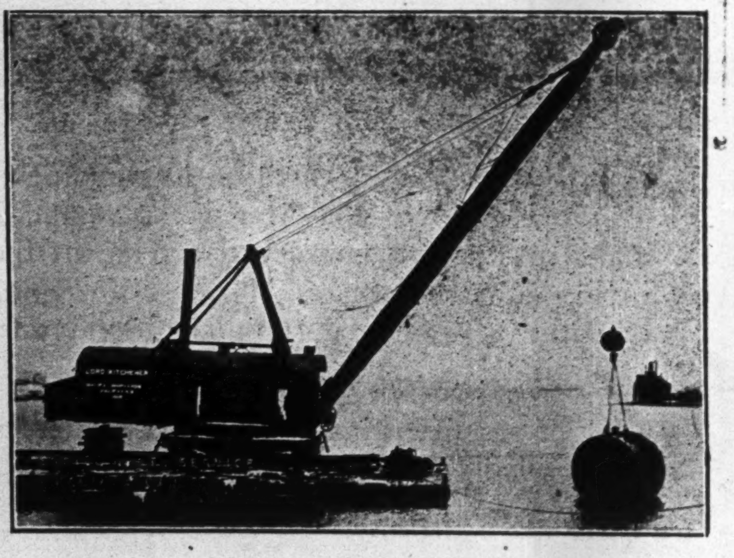

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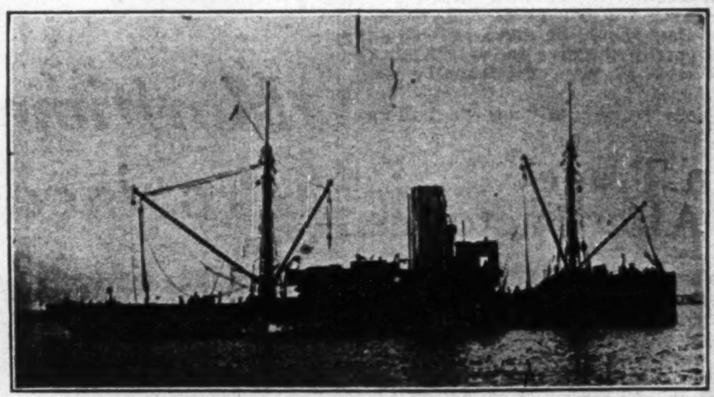
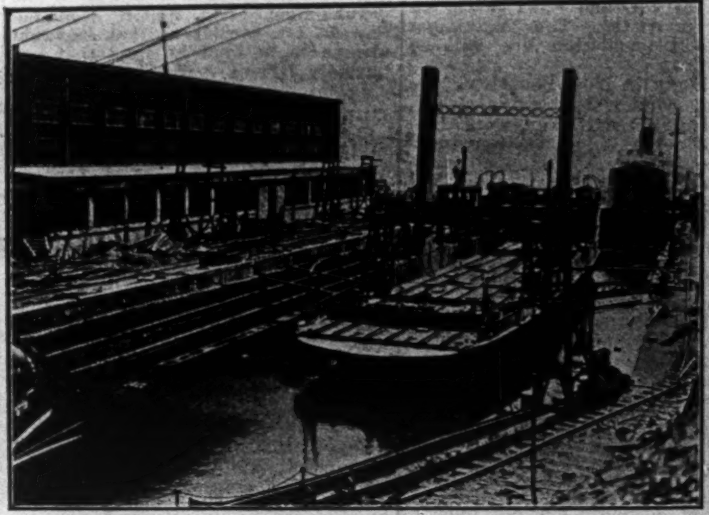
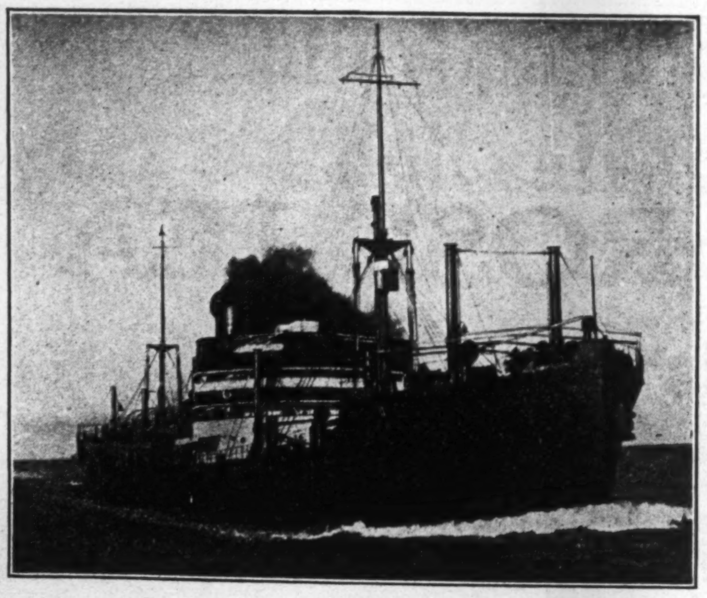
—Floating Crane. Capacity 100 Tons. Floating Air Compressor and Electric Welding Plant. Welding by Oxy-Acetylene Thermit or Electric Processes. Steel Forgings and Iron Castings of all Descriptions.



MODERN MARINE SALVAGE OUTFIT
Consisting of Wrecking Steamer "REINDEER I," recently purchased from the British Admiralty, equipped with latest appliances including electric submersible and Oil Driven Pumps. Experienced Salvage Crew and Expert Divers, available day and night.



View of the Dry Dock showing the Car Ferry Scotia No. 2 in Dock.



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D. W. Tonnage 10,500, under loaded speed trial at Rockland, Me.
Built by Halifax Shipyards, Limited, and now operated by Canadian Government Merchant Marine, Limited.

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Quote Lump Sum Prices on all Ship Work large or small.
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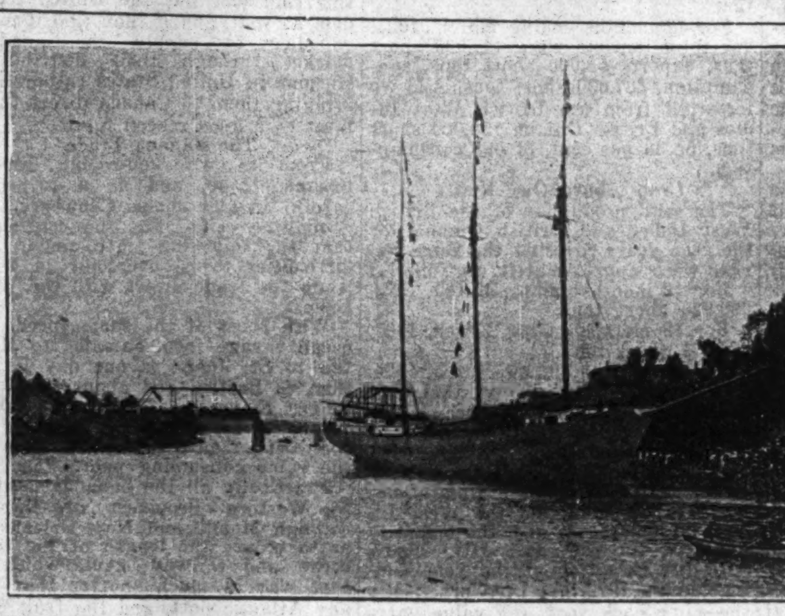
Went West to Tell of Problems of Maritimes Came Back With Broad Ideas on Canada's Needs



The key-note of activity in the Atlantic coast provinces always has been and will likely continue to be truly Maritime. There are only three counties in the whole Maritime Provinces where a schooner cannot load cargo.

A FINE evidence of journalistic enterprise recently was shown by a Maritime newspaper. It decided not to continue educating only its local readers to the necessity for national recognition of the problems of the Maritimes, but to voice the sentiments of the East to the whole of Canada. This newspaper was the St. John Telegraph-Journal which joined with the Morning Chronicle of Halifax to send a qualified member of its editorial staff on a tour through Canada, addressing Canadian Clubs, Rotary Clubs, etc., on the question of the more effective utilization of Canada's ports. Similarly J. D. McKenna, the president of the New Brunswick Publishing Company, which produces the Telegraph-Journal and the St. John Times-Star (its evening edition), visited a number of Canadian centres on the same mission.

Portland Had Sent Delegation

Mr. Belding went West—and when a St. John man speaks of going West he has seven provinces to visit—to present to the importers and exporers of the Dominion the East's claim for recognition of Canadian ports. Mr. Belding was following in the footsteps of his competitors, for a year ago the business men of Portland, Maine, organized a deputation that visited the Canadian prairie provinces. These emissaries from the United States shipping port met the grain growers and the grain buyers of Western Canada and laid before them the claims of the American port as an outlet for the Canadian grain crop. Portland is understood to have derived definite benefits from this tour of propaganda. Agitation for a similar tour of business men from the Maritimes came to nought and it remained for the St. John newspaper to arrange a speaking tour of its own port propagandist who has been able to make hundreds of Canadian business men and agriculturists see what shipments through Canadian ports mean to the general prosperity of the whole country.

The Advantages Looked For

The advantages that it was claimed would ensue to the Maritimes from the diversion to Canadian ports of Canadian traffic now going through such United States ports as Portland, Maine, and New London, Connecticut, were as follows:

First, the larger export of Canadian grain and other commodities through Canadian ports would bring additional shipping;

Second, the outfitting of vessels, their repair and the other necessary expense involved in their operation would add to the business of the ports affected;

Third, additional employment for stevedores, checkers, freight handlers, coal trimmers and other port workers would be provided;

Fourth, Canadian railwaymen would be employed instead of American men;

Fifth, this additional employment would mean that more Canadians would remain at home rather than seek employment in the United States;

Sixth, there would be of necessity more employment provided through the construction of additional port facilities in St. John, Halifax and elsewhere;

Seventh, the Maritime Provinces as a whole would undoubtedly feel the effect of any large diversion of trade from the United States ports to Canadian national ports. Our farmers have been looking for larger markets and these in some measure, at least, would be supplied provided the business of Canadian ports could be stimulated;

Eighth, better and greater home markets for the Canadian farmer and manufacturer would be created.

Mr. Belding's Story in Brief

In all places where he went, Mr. Belding repeated his simple, dispassionate story of what the Maritime Provinces are asking for. Speaking first of ports he was wont to point out that the goal of the transportation policy of Canada since Confederation has been the carrying of trade east and west with the development of the country's own national ports. Trade which should be routed through these ports was now going via Portland and the American port was being built up at the expense of the Dominion.

In regard to the industrial situation, Mr. Belding pointed out to various groups of hearers that the experience of fifty years had shown that the Maritime Provinces could not compete in the markets of the central and western provinces against the massed capital and greater production facilities of the provinces of Ontario and Quebec, with their much larger population. They had been assured at the time of Confederation that they would be able to compete but experience had proven that distances were too great and such competition, except in the case of a few industries, was out of the question. The result was that while they submitted to a tariff which helped the industries and provided employment for the central provinces it did not help Maritime industries nor provide employment there.

It was Mr. Belding's opinion that the only hope for the industrial future of the Maritime Provinces was in manufactures based on their own natural resources and to be marketed overseas. Owing, however, to the lack of financial strength this policy could not be carried out.

Not Helped in Immigration

The whole immigration policy of the Dominion was to people the West, and while the Maritime Provinces had been unable to hold on to their natural increase they were not being aided to secure immigrants.

The centralization of financial resources in Central Canada and the tendency of Canadians to visit United States tourist centres were also mentioned as working against Maritime interests.

Everywhere the Maritime missionary found an enthusiastic desire to learn something about the Maritime case. He found many frankly skeptical business men who wanted the dollars and cents of the case. And many manufacturers in Ontario and Quebec, pointing to their idle machines, idle through importations of foreign goods, were inclined to take the view that the problems of the Maritimes were no worse than their own.

In the very nature of things the mission was likely to cause more embarrassment to the Canadian National Railways than to the Canadian Pacific Railway. The C. P. R. made St. John its eastern terminus years ago, and has always aimed to build up the port that it helped to create by routing all possible freight through here. On the other hand the Canadian National had two important terminals in Portland, Maine, and New London, Connecticut. Once upon a time there was recognized a definite obligation by the country to route all freight coming down on the National Transcontinental by Canadian ports, this being part of the construction agreement. But when the Canadian National was handed over to a corporate form of management and the lines consolidated into one system, this obligation was forgotten in the shuffle, adding another cause for Maritime resentment.

Fords Adopt Broad Policy

An interesting and illuminating fact came out when Mr. McKenna was informed by Wallace R. Campbell, general manager of the Ford Motor Company, and this was later confirmed in a letter from the company to the Border Cities chamber of commerce, that his company has established the policy of routing all shipments via Canadian ports. As the Ford Motor ships about 72,000 tons a year, all of which goes by the Canadian National it will be seen that their policy means much to the development of Canadian ports. The Ford Company claimed that at first they had some difficulty in adopting the policy because it took longer to get goods to Halifax and St. John than to get them to New London, Connecticut, but later investigation showed that they need no longer have any fears on this score.

Of course, quite a fillip was given to the case for Maritime ports when J. G. Scott, one of the associate members of the Royal Commission on the Canadian grain trade, made definite recommendations for the enlargement of grain shipments through Canadian ports. He did not dodge the question of what will it cost the rest of Canada. He felt that if present rates were not just right to get the business for Canadian ports that the rates should be made so, if necessary, by subsidies.

The main report of the commission said nothing on this point because the question of trade routes is bound up with the question of freight rates which is receiving attention elsewhere.

Mr. Scott's Recommendations

One of the commissioners, however, J. G. Scott, of Quebec, pointed out the difficulties of marketing western wheat at a cost which would pay the present rate of transportation to world markets, especially in view of the high tariff to the United States.

Mr. Scott commented on the fact that some two-thirds of the Canadian wheat crop reached the Atlantic through United States ports and that Canada is paying annually to United States railways and lake vessels more than $15,000,000.

He then suggested that Canadian railways for the next ten years should make a specialty of the transport of export wheat to Canadian seaports east and west and he supplemented his recommendations with suggested freight rates that would accomplish the export of more wheat through Canadian ports.

He recommended that for ten years the Canadian government should subsidize the railways to make up the difference between the proposed rates and the rates now in effect.

Problems of Rest of Canada

One thing that Mr. Belding learned was that the rest of Canada had serious problems as well as the Maritimes. Some of these he outlined in an address in St. John on his return, an address worthier of a wider audience than heard it. Some extracts follow:

"Take the province of British Columbia. They are very much concerned over the question of transportation and freight rates. It is a very serious problem with them. They are also greatly concerned over the possibilities of trade by way of the Panama Canal. They say there ought to be a very much greater trade between the Atlantic provinces and British Columbia by way of this great water route. They see no reason why producers in the Maritime Provinces should not be able to do a great deal of business through the port of Vancouver, sending the goods through the Province of British Columbia, and even as far east as Regina, because some goods are now going from this coast to the Pacific port, and are being railed back to Regina to meet the all rail rate from here.

"They say there are great possibilities of trade in that direction. They are also very keen to have their ports developed. They have the same problem we have here. They have a fear that trade which ought to go to Vancouver might find another way and get rid of the mountain grades, and go to Portland and Seattle; and they have keen sympathy with us in our port problem because of that. They have the question of port development. They anticipate a great trade with the Orient. There is another problem. Their timber is being taken to the United States and manufactured. Some of it is coming back into British Columbia and they are paying duty on their own resources, which are being manufactured in another country. The same thing is true, to some extent, of their minerals. So you see these people on the Pacific coast have serious troubles of their own, and the greatest of these, as I have already said, is transportation.

Alberta's Big Task

Continuing, Mr. Belding said: "Take now the province of Alberta. Alberta is also concerned over this transportation problem. There is the matter of the Crow's Nest rates. In Calgary I was told the Maritimes and the central provinces did not understand the Crow's Nest affair. They have a problem there with regard to coal. They say they can see no reason why there should not be a dead-line in Ontario where the coal from Nova Scotia would meet the coal from Alberta, and render it unnecessary to import so much coal from the United States. They think it should be possible to use the rail route and bring Alberta coal down into Ontario, and they agree that the same privilege given to them, if it be a privilege, should also be given to Nova Scotia.

"They also object to the methods of the United States coal companies in connection with the coal trade. They say these companies carry large quantities to their own lake ports, sell all the coal they can to their own people at their own price, and then they have the Canadian market for the balance and are ready to dump it there; and under our tariff the duty is reckoned on the price at the point of selling instead of at the points of production. They say further that the Americans screen the coal on their own wharves and ship the lump coal on which there is a higher rate of duty. They also ship the slack coal at a low rate of duty. Then they mix it again and sell it to the Canadians and the people in Alberta say this is not a square deal.

"Then they are very much concerned in Alberta over the matter of land settlements. There has been at least one settlement made in that province which ought not to have been made. The people have gone in and settled on what they thought to be wheat lands but which turned out to be only fit for ranching, and some have been forced to move and others are moving.

Problems in Saskatchewan

"Next we come down to Saskatchewan, and we find that this province is also troubled about the question of transportation. We find in Saskatchewan that in some sections they had a splendid crop last year and in some sections a very light crop, so that the conditions are uneven in different parts of that province. But they want the Hudson Bay Railway completed, and so does Manitoba.

"Alberta is not so much concerned as is Saskatchewan since Saskatoon is pretty near the point where shipments to the Pacific and shipments to the Atlantic diverge; but Saskatchewan and Manitoba are very keen regarding the Hudson Bay Railway. They say if the records at Ottawa were searched it would be found that for five or six months in the year, or more, this route is open for navigation; and, this being the case, if that railway is completed it will mean much to the Maritime Provinces, as it would enable them to send their products by this route right into the heart of the prairies. I do not say that this route is feasible, nor do I say they are wrong. There are many conflicting reports, but those people say there is a great country along the railway that should be developed, and they want the line completed. So they are much concerned over that.

Grain Trade Facts

"Now I want to say just one word with regard to the grain trade, concerning which so much has been said, and make it clear to you why it is impossible for us to get all of that trade. The competition is very keen. It is not confined to Canadians. It is not confined even to Canadians and Americans. The business is done on a very fine margin. As soon as the wheat movement begins there are on the exchange in Winnipeg Canadian, American, English, French, Belgian and German buyers, all wanting wheat and all wanting to get it across the ocean. The exporter wants to get it across at the cheapest possible rate.

"The Baltic Exchange in London is a clearing house for ocean tonnage, and just as wheat is a commodity on the market so is this tonnage, and the exporter who wants to reach a certain port overseas enquires of the Baltic Exchange just where he can get it and in ten or fifteen minutes he has his answer. He finds, let us say, that a steamer will arrive in New York and will sail at a certain date. She wants grain as ballast. She wants it so badly that she will give a very low rate. The exporter seizes that tonnage and pushes his grain down to the seaboard to meet the vessel. He may not be able to get his tonnage at a Canadian port as quickly and cheaply as he wants it.

"Grain is moving now by the most economic route; and, so far as the exporters are concerned, it must go by the most economic route or they say the price to the farmer will not be the same. Let us suppose all the grain had to be shipped through Saint John and Halifax in Winter. We are told that if it were confined to these two ports the rates would go up and the price of wheat would go down, to the injury of the farmer. There is only one thing that can change the situation and that is Government action. Then, of course, the grain would all have to go through Canadian ports. If all the wheat had to go through Saint John and Halifax in winter, what would be the result? They say it would not be possible for these two ports to handle all the traffic, the rate would go up, the price of wheat would go down and you would have 400,000 farmers on your back.

"There is the situation, and in regard to that we cannot expect to get all the grain traffic unless by government action, by the embargo or an export duty high enough to make the exporters want to use this route. There will always be a certain amount of grain where tonnage is available.

Manitoba, like the other provinces, has suffered from depression. They are now making a strong drive with the intention of establishing industries in the City of Winnipeg. They have industries now, but they want more, and are concerned about the industrial problem. They want something that will stop the drain of their population to the south; and I found this to be the case, gentlemen, all the way from our own provinces through to Victoria. There has been a movement of population to the south, and even in the city of Vancouver there has been a drift toward Seattle and down to California; so that they have their problems just as we have ours.

Problems in Ontario

"In Ontario they told me about bacon. They ship bacon to the London market. There are two requirements, one of which is quality and the other prompt delivery. The bacon must be there on Monday morning. There is a steamer going out of New York every Thursday at a certain hour. She goes whether the cargo is all on or not. The exporters send their bacon down to New York and send it by that line because they know they will get the delivery and hold the market. While we talk about ports, therefore, we must remember there is another side to the question, and that there are farmers whose interests are to be considered as well as our own.

"Now, coming to the east, in the provinces of Ontario and Quebec, we find there is depression. I found in the city of Toronto—I read it in one of their newspapers—that they were more greatly troubled by the unemployment situation during the last winter than for many years. There is unemployment in the city of Montreal and in Quebec and Ontario cities. There are some factories working full time, but some are idle or on short time. There is a depression, and they are saying they need some kind of relief. They say for instance the British preference has made it almost impossible for some of their factories to do business. They say that failure to enforce the anti-dumping law has given the American manufacturers an advantage in some cases.

"I found in the west—as you know there has been in the extreme east—a certain feeling, rightly or wrongly, of bitterness toward the central provinces. There is a feeling that they have not been so considerate as they might have been of the interests of the other parts of the country. That feeling was expressed by one western man who said: 'If you can get the sympathy of a relatively small group of men in the city of Toronto, and of a similar group in the city of Montreal, your problem is well on the way to solution'—meaning that financial and political power were to a certain extent centred there, and that it was not always used for the benefit of the extreme portions of this country.

"How can you have a real national spirit when you have the two ends of the country at odds with the centre? I am bound to say that in the city of Toronto and in the city of Montreal, and in the cities of western Ontario wherever I went, they did their best to disabuse my mind of any such notion. They said, in effect: 'It is not true. We do sympathize with your situation down there, and we do desire to help to make your part of Canada prosperous, because we realize that it would benefit us all.' And they spoke with an air of sincerity I could hardly doubt. But there is that situation—a division.

How to Find Unity

"What are we going to do about it? I have been making a suggestion and it has been received well. It is this: There are four sections of the country, the Maritimes, the Central Provinces, the Prairie Provinces and British Columbia. They all have their problems differing from each other. Perhaps we on the Atlantic coast may have something in common with those on the Pacific, but in each of these four divisions differing problems are to be found; and if this Dominion is to endure there must be unity. How are we going to get it? You say there is a body at Ottawa which exists for just that purpose. It has existed for that purpose shall we say for more than 50 years, but the problems have not been solved; and so I have been saying that this question must be taken up by business men, regardless of politics, from coast to coast, that they may be able to work out an economic policy which may be endorsed by the Maritime Provinces, the central provinces, the prairie provinces and British Columbia. If this cannot be done it seems to me there is nothing for us to do, but to go on raising boys and girls to go down and help to build up an alien country.

"But I have suggested that representatives of these four divisions come together and let the representatives of each division present their difficulties and the policy they think ought to be adopted in the interests of their section and of the Dominion. They might have four differing policies, but consider how very grave are the problems we have to solve. Take your wheat farmer in the west. He is for free trade. He must sell his product in competition in the world markets and he wants to buy at the cheapest price. The manufacturers in Ontario and Quebec want a high tariff. If the wheat farmer had his way he would destroy the whole industrial fabric of this country. If the high protectionist had his way in the central provinces he would make the farmer pay more for the goods he has to buy, and he would make us pay more also for we cannot compete with the mass production of the central provinces.

Dominion Policy

"I have been suggesting that business men of the four divisions endeavor to discover an economic policy for the whole Dominion and that the result be turned over to a national meeting of representatives of Boards of Trades of all the provinces. Perhaps they would make some amendments but by the time they had finished their work they would have mapped out an economic policy which might fairly be taken as the basic policy of this country. If we cannot do that the condition is serious. There you have the situation, and I say if we are giong to have unity we must regard all these difficulties. The time is now ripe, it seems to me, to take such action as will bring all parts of this country together in support of a national economic policy fair to all."

The Potential Trade Possibilities of Canada, Attracts The East and The West

CANADA for Canadians — and the Maritimes as the Gateway on the Eastern Coast, with the Atlantic as a trade tributary before her, and all the length and breadth of the Dominion behind her, hold a place that may well be considered exceptional in the economy of the North American Continent.

Exceptional dependability has been the characteristic of the natural resources of the Maritime Provinces — not in a decade have they failed to uphold and enhance their reputation; our Fisheries, our Coal Mines, our Forests, our Agriculture and Horticulture have yielded abundantly; and, our Industries have enjoyed a stability equal to the other centres of the Dominion.

Splendid opportunities exist for inter-trade development, linked by the Great National Railway Systems from Coast to Coast, and backed by a spirit of unselfish endeavor and loyalty to the tenets of the British North America Act, we may go far toward a successful solution of all the problems of economics that confront us.

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Maritime Business Men Look to West Indies for Trade Expansion

Finding Canadian and American Markets Difficult to Reach, Business Leaders Are Hoping to Find Ways of Making Commerce With West Indies Even More Important Than at Present.

THE recent report of Hance Logan, M.P., in the Dominion parliament, on the possibilities for larger Canadian-West Indian trade has further intensified interest in the Maritime Provinces in the possibility of trading with the West Indian Islands.

There are many men in the East who feel that the Maritime Provinces must pay more attention in the future to their markets by sea, finding in Europe, Great Britain, and, more particularly, in the West Indies, buyers for produce that can only with difficulty be shipped to Canada. In the West Indies it is felt, can be found markets to replace American markets, lost by the Fordney-McCumber tariffs.

Special Report Prepared

When the Dominion government decided to appoint a parliamentary commission to proceed to the West Indies with a view to make recommendations regarding ways and means of increasing Canadian trade with the islands, the West Indies Committee of the Halifax Board of Trade decided to present its views on the subject. The pamphlet that was published as a result of this decision is an exceedingly valuable document for Canadian business men. It tells why Canada's trade with certain West Indies markets has increased very fast in recent years, while with others it has increased quite slowly. It tells why Canada does not do more business with Cuba, Porto Rico, Haiti, San Domingo, the big markets of the West Indies, and why the United States does so much. It tells, too, the views of Maritime Provinces' West India merchants as to the feasibility of importing Canada's supplies of bananas from Jamaica direct, and also what their feeling is about government operation of ships.

Great pains were taken to assemble these views, and they are the convictions of a thoughtful body of men who have had a long and intimate experience with the West Indies' trade in practically all its branches.

The chairman of the committee that prepared the booklet was H. R. Silver, owner of a large and important molasses importing concern in Halifax and a leader among local business men. The co-operation of the St. John Board of Trade was secured in the work.

Our Trade With B. W. I.

A study of the imports of the British West Indies indicated that the United States was getting more trade than Canada. The imports of the various B. W. I. colonies for the year ending December 31, 1922, were as follows:

IMPORTS

To:	Total	From Canada	From U. S.
Brit. Guiana	$10,965,901	$ 2,876,883	$ 2,221,311
Barbados	12,070,890	2,678,370	2,908,831
Grenada	1,218,677	282,651	312,177
Leeward Is.	5,037,894	1,180,234	1,385,189
St. Lucia	919,800	160,069	392,823
St. Vincent	625,785	162,722	171,851
Trinidad, Tobago	22,269,287	4,652,387	6,069,969
	$53,108,234	$11,493,316	$13,462,151

It was expected that the 1923 and 1924 figures when available would show some improvement in Canada's position as compared with the United States.

Now consider exports from the same islands:

EXPORTS

From:	Total	To Canada	To U. S.
Brit. Guiana	$13,483,323	$ 5,039,214	$ 569,477
Barbados	6,127,663	3,200,471	243,318
Grenada	1,320,773	116,888	396,979
Leeward Is.	4,858,933	1,049,199	744,381
St. Lucia	835,008	89,318	88,384
St. Vincent	477,858	53,596	3,426
Trinidad, Tobago	20,134,397	2,263,925	5,105,965
	$47,237,955	$11,812,611	$ 7,151,930

These figures show that Canada received 25 per cent. of the exports from these islands, as against about 15 per cent. to the United States.

The committee purposely omitted the figures for Jamaica, Bermuda and the Bahamas from the above comparison, as there are special conditions controlling their trade which are difficult to overcome and prevent us having what might be termed "a fair field" for competition with the United States. These require special consideration and the most careful investigation, especially in regard to Jamaica, before any conclusions are arrived at.

The figures for the same period, 12 months ending December 31, 1922, are as follows:

IMPORTS

To:	Total	From Canada	From U. S.
Bermuda	$ 6,164,587	$ 977,470	$ 3,304,558
Bahamas	5,209,761	146,419	2,967,830
Jamaica	23,526,405	2,999,064	10,179,076
	$34,900,753	$ 4,132,953	$16,451,464

EXPORTS

From:	Total	To Canada	To U. S.
Bermuda	$ 1,135,374	$ 54,365	$ 1,029,353
Bahamas	1,779,569	247,650	473,059
Jamaica	21,566,721	4,287,168	10,481,865
	$24,481,664	$ 4,589,183	$11,984,277

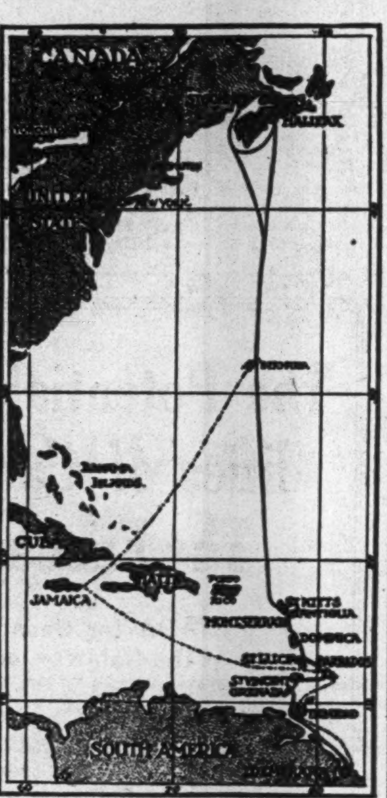
These figures show that Canada supplied only 16 per cent. of the imports of Bermuda, three per cent. of the imports of the Bahamas, and 12½ per cent. of the imports of Jamaica, against imports from the United States:

To Bermuda nearly 54 per cent.
To Bahamas nearly 57 per cent.
To Jamaica nearly 34 per cent.

Why Such Small Proportion?

The question naturally arises: Why is it that Canada gets such a small percentage of the trade of Bermuda, the Bahamas and Jamaica? It is easy to say that we should have the same percentage of their trade as of that of the other places with which we have the trade agreement; but to arrive at the real answer we must look into the local conditions controlling their trade, and it is found that from Bermuda the principal exports are potatoes, onions, and other vegetables, which are marketed from January to April. The Bermuda planter must necessarily get the highest price obtainable for his produce and finds his market in New York where it is distributed among the larger Eastern cities of the United States. At that season these fresh vegetables bring enormous prices where a large and wealthy restaurant population does not care what it pays for fancy food. What little Bermuda produce does reach the larger cities of Canada during these months is drawn from New York, but the actual quantity is as nothing compared with the total crop. Until the population of Canada approaches that of the eastern states in affluence as well as numbers, we need not expect much increase of imports from Bermuda, and this is a fairly complete explanation why they are not of greater volume.

But what about our exports to Bermuda? We sell them practically all the seed potatoes from which their crop is grown each year, also fish, hay, oats, box-shooks, and such canned vegetables as can be supplied in competition with the United States; also a portion of the flour they use. We should sell them all their flour, but they sell so much of their produce in New York that they naturally buy most of their requirements in that market. We must not forget also that Bermuda has a very large tourist trade from the United States, and in catering to their tastes it is necessary to purchase the goods they are accustomed to. It must also be borne in mind that Bermuda has a low tariff, and many English and foreign goods are imported there and sold to the tourists at much lower prices than they can buy them at home. This applies especially to dry goods, clothing, fancy goods, etc., and constitutes a large part of Bermuda's trade.



The following is the key to the above map of the Canada-West Indies trade routes:

	Miles
Halifax to Bermuda	720
Bermuda to Barbados	1220
Bermuda to Jamaica	1140
Jamaica to Barbados	1040
Halifax to Barbados (direct)	1940
Halifax to Barbados (via Jamaica)	2900
Halifax to Jamaica (direct)	1860
Halifax to Jamaica (via Barbados)	2980

Solid line shows present route to Demerara and return. Dotted line shows suggested diversion to include Jamaica.

Jamaica, with a population of 860,000, with only 14,500 white, has by far the largest trade of any of the British West Indies, but of which we get a comparatively small portion. It is true that Jamaica for many years refused to give Canadian goods any preference and only came under the present trade agreement some time after it was accepted by the other islands and British Guiana, but this is not the real cause of the disparity in trade with Canada as compared with the United States.

The reason lies largely in the fact that for many years Jamaica was the tropical headquarters of the Boston Fruit Company, and with the development of that company into the United Fruit Company and its subsidiaries, Jamaica continues to be a very important point in their field operations.

It is not known to what actual extent the United Fruit Co. are responsible for Jamaica buying so much more of their imports from the United States than they do from Canada, but doubtless they have been a very important factor in all Jamaica's business.

This, however, should not prevent our selling Jamaica such things as we find a market for in the other islands, and in flour we are gaining ground.

In dry and pickled fish our exports to Jamaica have fallen behind during the last year or two, owing to the fact that the preference given to Canada has been extended by Jamaica. It is our opinion that in any new trade agreement made between Canada and the West Indies, it should be clearly stipulated that the preferential benefits should be applied only to the direct exports from each to the other.

There is little doubt that Canada can get her full share of the trade of Jamaica, as well as the other islands in our natural products, but it will be difficult to supply their requirements of general manufactured goods under present conditions. When referring to exports of our natural products we mean to products of the field, forests, and sea, in their natural and unmanufactured state. This comprises principally flour and other grain products, potatoes, fish, butter, milk, cheese, etc., and with few exceptions we believe we are now getting, or can get, a fair share of the business in these products under the present trade agreement. But we have to take a subordinate position to the United States in the more highly manufactured food specialties and general manufactured goods.

What Must Be Done?

To obtain this trade we must be able to produce canned and preserved food specialties, including vegetables and fruits, of equal quality and at prices to compete with the United States packers. Also in slaughter house products we must be in a position to compete with the United States products. There is an enormous trade done with the West Indies in barrelled beef and port, jowls, heads, pigs' feet, etc., little or none of which is supplied by Canada, for the simple reason that our packers cannot, or do not, pack suitable goods at as low a price. The proof of this is that enormous quantities of fancy-canned and preserved foodstuffs, as well as the salt beef and pork used by our fishermen, are imported into Canada from the United States. How, then, can we expect to export similar goods to the West Indies from Canada?

The board of trade committee made the statement that under the special trade conditions existing in Bermuda and the Bahamas by virtue of the tourist traffic from the United States, the necessity of Bermuda marketing her crops in the United States, and the influence of the United Fruit Company in Jamaica, it is not possible to obtain as large a percentage of the trade of these islands as of the other islands coming under the present trade agreement. Nevertheless, the statistics show that our exports of what we refer to above as "natural products" are steadily increasing even here and will continue to do so.

Among the larger items of imports to the West Indies we will find dry goods, clothing and general hardware. In the former it is practically impossible for Canada to compete with Great Britain and the United States unless a preference is established sufficient to offset all existing handicaps, and then only if Great Britain were excluded from participation therein.

Trade Being Hampered

The export of general manufactured goods from Canada is hindered by the difficulty in some cases of getting the various classes of goods required and by the refusal of some manufacturers to quote for export. Instances are on record of factories in Canada, under the control of United States management, refusing to quote for export from Canada and referring inquirers to their New York office for export from United States. In other words, it would appear that their factories are established in Canada to get the profits from Canadian trade, but not to help build up Canadian export business. In other cases where a direct refusal is not given, the prices quoted are sufficiently high to throw the business to the United States factory.

There is also a very strong opinion among many conversant with the trade that Canadian manufacturers willing to export their products would make greater progress by doing their export business through regular export houses acquainted with the requirements of the various markets, rather than trying to introduce their goods through their own selling organization. This is the practice generally followed in Great Britain and the United States, except by the very largest manufacturers who maintain a special export organization, and it has been found productive of excellent results.

Our Imports From B. W. I.

We will now turn our attention to the question of imports from the British West Indies.

The principal of these is sugar. For twelve months ending March, 1922, the total imports of raw sugar into Canada amounted in round figures to 432,000 short tons. We exported that year 70,000 short tons, showing a consumption of 362,000 short tons.

The statistics of imports show a large quantity of raw sugar imported each year from the United States. As it is impossible to suppose that any United States grown raw sugar comes into Canada, it is assumed that this is the product of other countries than those with which we have a trade agreement and take the import figures from the British West Indies as specified in the Blue Book. These show that in 1922 we imported British West Indies 136,000 short tons, or about 37½ per cent. of our requirements.

For 12 months ending March, 1923, we imported from all countries 570,000 short tons, and exported 147,000 short tons, showing a consumption of 423,000 short tons. And we imported from the British West Indies and British Guiana 186,000 short tons, or about 58 per cent. of our consumption.

For 12 months ending March, 1924, our total imports were 445,000 short tons, exports 58,000 short tons, consumption, 387,000 short tons. And we imported from the British West Indies and British Guiana 128,000 short tons, or 33 per cent. of our consumption.

Crop Above Our Needs

The total production of the British West Indies and British Guiana for the crop years covering the same period were approximately as follows:

For 12 months ending March, 1922, 290,920 short tons.

For 12 months ending March, 1923, 276,471 short tons.

For 12 months ending March, 1924, 313,600 short tons, showing that they could have supplied a much larger part of Canada's requirements than was taken from them.

Imports of Molasses

The next largest single item of imports to Canada from the West Indies is molasses, and the quantity imported for the last five years, with the exception of the year ending March, 1922, has been practically the same each year, the value varying with market conditions. The total for 1924 of all kinds from the British West Indies was 4,420,880 gallons. During the same period we imported from the United States 1,113,305 gallons of all kinds, or 25 per cent. of the consumption, despite the fact that molasses is free from the British West Indies and pays a duty from United States. The reason for this is that the producer in United States can purchase the necessary packages where the molasses is made and can rail it to Canadian points at the same or lower freight rates than West Indian molasses has to pay from Maritime Canadian ports to the same points of consumption. In addition to this, the West India producer must import and pay ocean freight on his packages and then pay ocean freight on the molasses from the United States and handicaps the West India importer to that extent. This can be corrected by Canada increasing the duty on the United States product.

There has been a great deal said and written about the possible development of the banana trade direct with the British West Indies. This trade is beset by many difficulties, not the least of which is that it is at present controlled by an old and powerful company which has been established in Jamaica (the principal growing island in the British West Indies) for many years and has attained a position which none of the many companies since formed have been able to disturb, and in the opinion of many familiar with the business, cannot be encroached on. It should be sufficient to say that the United Fruit Company remains paramount in the banana trade of not only this continent but the United Kingdom as well, and if they find it more expedient to supply the Canadian market through their distributing stations in United States rather than bringing them to Canada direct, there must be a good reason for it.

The Banana Trade

From its own knowledge of the banana trade, and as a result of careful inquiry made elsewhere, the committee came to the conclusion that the following are among the difficulties to be overcome in order to do the trade direct with the West Indies:

With boats of the same speed, the ocean voyage from Jamaica to Halifax to St. John is one day longer than to Boston, and about two days longer than to Baltimore, which means a corresponding increase in the cost of ocean transportation to the same consuming points.

Practically all the bananas used in the Western Provinces are shipped through Mobile and New Orleans so as to reduce the length of the total ocean and railway haul, which in that way is much shorter than via any Atlantic port, and the fruit consequently suffers less damage.

To carry bananas safely to Canadian ports in the winter months the steamers would require appliances for forcing warm air through the holds to prevent the fruit being chilled or frosted. Also heated warehouses would be required on the docks. We understand that fruit is never discharged in Boston when the temperature is at zero and below, the facilities mentioned are a necessity and the additional cost and upkeep would certainly increase the cost of the fruit.

The whole question resolves itself into this: "Will the additional export trade that Canada may get from Jamaica or elsewhere for our products compensate for the additional cost of the bananas consumed in Canada? The Maritime Provinces would probably get the bananas a little cheaper if imported direct during the summer months, but the rest of Canada would undoubtedly pay more the year round."

Against the Banana Trade

As to the possibility of developing a banana industry with the other British West India islands, it is feared the length of the voyage and numerous calls of the regular steamers would make it extremely difficult. If any of the islands were producing sufficient to supply full cargoes regularly for fruit steamers and the difficulties connected with the Canadian end of the business could be overcome, a business might in time be developed.

In all matters connected with the fruit trade we must remember that the trade is now controlled by a powerful and aggressive company with enormous reserves and the most expert knowledge of the requirements of the business. It is doubtful if any organization short of the government itself could hope to successfully combat the existing conditions, and our candid opinion is that the net profits to be derived from any pos-

(Continued on page 29)

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Maritime Business Men Look to West Indies to Find New Outlet for Their Produce

(Continued from page 28)

sible development of the business would not warrant the attempt.

This, however, is only an opinion, and if it can be shown that it is wrong and the difficulties can be overcome and a direct banana trade established between Canada and the West Indies, the West India merchants of the Maritime Provinces will do everything in their power to help develop it along the best possible lines.

The Citrous Fruit Trade

In citrous fruits the position is similar, but not quite so bad. There is no question that some of the grape fruit grown in Jamaica is of superior quality and suitable for the Canadian trade, but a great deal of it is not; and when an importer orders a shipment he takes the chance of getting good or poor quality. The oranges now grown are not what the Canadian trade requires. In the other British islands the quantity of fruit is very small and in some the quality inferior.

There is little doubt that suitable fruit could be grown in sufficient quantities for our requirements, but it will take years to grow the trees. If it is possible to encourage the citrous fruit industry in any way, it should be done, but the West India producer must do his share by growing the varieties required, by grading and packing them properly and taking whatever steps are necessary to ensure a regular supply for as many months of the year as the climatic conditions will permit, and if this is done, the Canadian importer will be found ready to give every possible assistance.

The Business in Cocoanuts

Cocoanuts are a fairly large item of importation, but the business with West Indies is very much curtailed by the large quantity of shredded cocoanut imported by Canada from United States, Ceylon, and other places. This can be corrected by a trade agreement applying to the products of West Indies and Canada only. Many other articles could be mentioned to which the same principle will apply, and it is a fit matter for the most careful investigation whether the application of that principle to the existing trade agreement between Canada and the British West Indies and British Guiana, with a modification of the preference on individual items where found necessary, would not greatly increase the volume of trade between the parties to the agreement and give better results than attempting to establish free entry of each other's goods with the consequent loss of revenue, which neither Canada nor the West Indies can afford.

The population of all the British West India possessions is 2,063,789, of which 46,822 are white, whereas Cuba alone has 3,123,040 people, of whom 2,193,396 are white; Porto Rico 1,299,809, with 948,709 white. These figures should demonstrate the immensely greater buying power of Cuba and Porto Rico, to say nothing of their greater wealth due to the enormous crops of sugar they produce, Porto Rico alone producing as much or more than all the British West Indies, and Cuba some four million tons per year. When publicly comparing our West India trade with that of the United States, these facts should also be referred to.

Since 1915 the price of all sugar and most other products bought by either the United States or Canada in any of the West India Islands has been based on payment in New York funds and the Canadian buyer has had to pay the exchange whether his goods were bought direct or through New York. This is a condition laid down by the seller due to the extreme fluctuations of Canadian currency during that period. Although the understanding of the treaty between the United States and Cuba is that it can only be changed by mutual consent, too much stress cannot be laid on the fact that if it is ever possible for Canada to make a favorable trade agreement with Cuba, nothing should be allowed to stand in the way of doing so, and even under existing conditions it is our opinion that those familiar with the trade could make suggestions that might be followed up to our advantage.

Steamer Service is Essential

The first essential to successfully carry on and develop an export and import trade is the assurance of a steamship service which will give sufficient and regular communication with the markets catered to, at reasonable rates of freight.

Subsidized freight passenger and mail service from Halifax and St. John was highly instrumental in the development of our export business and the rates of freight normally were moderate. During the war, freight rates, of course, advanced, and instead of declining as they should when the war ended, the operating company were compelled to go to the government and ask permission for certain increases in order to enable them to operate without serious loss, due to the fact that government-operated boats had been put on the same service, and by taking a considerable portion of the outward and homeward freight had so reduced earnings of the subsidized service as to make an increase of freight rates necessary.

From the mere standpoint of being shippers it is immaterial to business men who carries their goods so long as they get regular and punctual service at the lowest possible freight rates, and if they were foreigners doing business in Canada this is all they would expect, but being Canadian citizens and concerned in every phase of Canadian public affairs it does certainly seem an anomaly to have a government-operated service competing with a government subsidized service and to compel Canadian shippers to pay high freight rates in consequence.

The last contract for subsidized service expired several years ago, but has been carried on year by year with the same boats. These boats do not comply with the promises made by Canada under the present trade agreement with the West Indies, and Maritime business men believe that new boats should be provided as soon as possible that would comply with the agreement.

It has been suggested that the C. G. M. M. should build and operate suitable steamers on the West India service rather than make a new contract with a private company.

On this point the committee said:

"From the standpoint of shippers merely, we are principally concerned in getting the best service at the lowest price irrespective of who supplies it, but we respectfully submit that we have not yet seen anything to indicate that a government-controlled passenger and freight service could be operated at a smaller loss than any subsidy we would have to pay under contract to a private company.

"Despatches indicate that the joint chambers of commerce of the British West Indies recently passed a resolution for presentation to a representative of the Canadian government to the effect that any new contract should be for a joint freight and passenger service to and from Montreal in the summer and Halifax in the winter. We cannot believe that such a proposal would be given any consideration by the Canadian government. In the first place, at least five boats would be required to give a fortnightly service, as against four from St. John and Halifax, but what is far more important to the Maritime Provinces, such a service would not suit the requirements of our trade, and we would be compelled to oppose it by every possible means at our disposal. The West India trade of Canada began in Nova Scotia shortly after it was first settled. It extended to New Brunswick and Prince Edward Island, until to-day it is of paramount importance to all the Maritime Provinces. A large portion of our shipments are of more or less perishable nature and must be shipped by the most direct route. It would be simply absurd to think of shipping them to Montreal for embarkation on the West India steamers there, to say nothing of the extra haulage, making it impossible for us to compete in price with other countries.

"Also regarding import traffic, the refineries at St. John and Halifax require frequent and regular arrival of supplies of raw sugar from the West Indies the year round. Such a proposal could only emanate from people with little or no knowledge of the conditions, and is not worthy of any consideration.

"The main service can only be satisfactorily and economically operated from Halifax and St. John, and if necessary a freight service provided for Montreal and Quebec during the summer months."

Outward Service From Montreal

The question of the necessity of an outward service from Montreal is worth investigating. It is quite within the range of possibility that all the goods shipped from there could be railed to the Maritime ports and still compete with the United States. A considerable quantity of flour now comes through by rail to Halifax and thence to the West Indies, and we are quite sure the business is not done at a loss. The Canadian National Railway should be interested in this phase of the question.

A Summary of the Case

Reasonable progress has been made under the present "trade agreement" and this will continue until we get our full share of the business. Whether this can be accelerated by a revision of the present agreement can only be decided by careful and intelligent investigation.

It must always be borne in mind that the United States with more than one hundred and ten million people has an immensely greater consuming power than Canada, with less than ten millions, and, therefore is a much larger market for many West India products, such as cocoa, coffee, spices, etc., of which Canada can only import from the West Indies, the actual quantity required for consumption of the grades of each produced, and we all know that people will buy most where they sell most.

All these things must be carefully considered individually, as the making of any agreement which will not be productive of practical results, will ultimately do more harm than good by disappointing those who enter into it. Sufficient time should, therefore, be taken to thoroughly investigate the effect of all proposed changes from the Canadian as well as the West Indian standpoint.

Equally important is the consideration to be given to the steamship service required. All we now need for the Windward Islands, Demerara, service is a fortnightly combined passenger and freight service with boats of twelve knots speed and somewhat larger than those at present employed. As the trade grows, sailings can be made more frequent or more cargo steamers put on, but the contract demands in regard to size, speed and passenger accommodation should be in conformity with the reasonable expectations of the trade so that the subsidy paid shall not be for a more expensive service than the business requires.

Special Steamers Needed

The committee also pointed out that to carry fruit safely, especially bananas, from the West Indies to Canada, it would be necessary to provide steamers with special fittings and forced air ventilation throughout; the ordinary cargo steamer cannot possibly carry fruit safely—in fact, sugar and bananas cannot be carried in the same steamer without damaging the latter. This is well-known to those with knowledge of the business, but there are many thousands of people in Canada who have little or no knowledge of Maritime matters, and they should bear this fact in mind when the whole question of steamship service and fruit trade is being discussed, as the inclusion of an extensive fruit scheme by the government would greatly increase the expense of the steamship service, and the benefit of the fruit trade is still to be proven.

Several references have been made to the increased trade which could be expected between Canada and the British West Indies from an agreement by the terms of which the preference would be only applicable to the goods imported from each other. The present and previous agreements were wider than this in their application, but the possibility of giving the British West Indies a greater preference than the other British Colonies and the United Kingdom is well worth considering if they will do likewise for Canada. "In any case," the final recommendation of the committee read, "the trade agreement should only apply to West Indian and Canadian goods shipped direct to and from a Canadian seaport."

Fundy Tides Will Some Day Produce Electrical Energy

Dexter P. Cooper, hydro-electric engineer in charge of the proposed tidal power development of Passamaquoddy Bay, relative to which a bill now is pending before the legislature of Maine, declared in an address before a large gathering of Rotarians at Calais, Maine, that with the proper support from the United States, Canada and the state, he could interest capital in both United States and abroad as the proposal is an "international banking problem and will bring new capital into the state of Maine."

Five thousand men would be employed for four years in construction, he said.

"The question of tidal power is one which has been heard for a long time and has interested people ever since they had use of tidal power mills," Mr. Cooper said.

"The use of electricity is becoming so universal that its production is becoming a matter of concern to all. There are to-day 26,000,000 homes in the United States and 50 per cent. of these homes are using one form or another of electric power. Utah leads with 98 per cent. of the homes equipped, while the state of Maine is one of the ten with a percentage of 66. Electricity in industry is so general that it is hardly necessary to speak of its many uses.

"The transmission of electricity is a subject that is of extreme interest to everybody. It can be transmitted from 250 to 400 miles. I have often been asked if it could be transmitted by wireless. Such would not be practical at the present time from an economic standpoint, as by this means it would require 99 horsepower to transmit one horsepower."

Mr. Cooper stated in his address that the proposed project is no new idea brought to light by him. On the contrary, he said that his plans were based on sound facts which have been tried and proven in the past.

As a result of his 12 years of study of the tidal possibilities of this section he has come to the conclusion that the project, if developed, would cost in the neighborhood of from 75 to 100 million dollars. In return, he said, it would develop between 500,000 and 800,000 horsepower, depending on the range of the tides.

"If all of the energy could be consumed by the filling and draining of the Cobsecook and Passamaquoddy Bays, in accordance with my idea," said Mr. Cooper, "a tremendous amount of power could be developed. This idea, so to speak, means nothing more than the applying of well-tested and practical plans of the modern hydro-electric plants.

Silver Black Foxes Bring P.E.I. More Than Three Millions of Dollars Yearly

(Continued from page 20)

place a duty on silver fox furs and live foxes. This was in response to a demand from their own fox ranchers, who thought that by doing so they would remove competition. However, it did not work out that way, as they were not in a position to supply the demand either for pelts or live animals.

However, this duty had a very serious temporary effect on the pelt market, for the reason that the Prince Edward Island fox breeder had been educated largely to sending his pelts to the American market and the duty of 50 per cent. was practically a knockout blow that year. Pelts went lower than for ten years.

In 1921 conditions were not very much altered except that there was a larger number of live animals sold to the United States than in the previous year. In 1922 the European market had somewhat recovered, and this brought an advance in the pelt market, the Prince Edward Island fox rancher sending most of his product to London auctions for sale and getting very fair returns.

In 1923 prices ranged very much the same as in 1922, with the exception that in the fall of 1923 there was a distinct rise in the pelt market and the London auction sales of October were the best since 1919. There was also a big demand for live foxes, most of them going to the United States.

In January and March, 1924, the prices at the auction sales were further advanced, and extra good specimens sold as high as $650 each at auction. 1924 witnessed a real boom in silver fox farming in that a great many people interested themselves in establishing farms, not only in Prince Edward Island, but in the United States, throughout Canada, in England, Switzerland and Norway. The number of live foxes shipped from Prince Edward Island was well over 7,000, bringing in a revenue of over two millions, while the pelts sold are estimated to bring upwards of a million, making a total of approximately three millions to be distributed among a few thousand individuals who are engaged in the enterprise in the garden of the gulf.

A Success In Conservation.

Silver fox farming is the one outstanding success in fur conservation. No doubt in years to come it will be followed by similar successes in sable, mink marten, and other high-priced furs. Probably the reason that mink and marten have not been so attractive to the embryo fur farmer is that they did not offer the same opportunities of profit that silver fox farming does. When one considers the return on the investment in fox ranching intelligently pursued, it is not to be wondered at that more and more people are taking it up.

It is also a very attractive occupation appealing to the city man who desires to have a few pairs at his country place or farm, which can be looked after at comparatively small expense. As the industry spreads, greater attention is being paid to the lines of breeding and selection, with the result that there is springing up men whom we may term as super-breeders. These men have shown more intelligence and initiative than others and have gathered together by selection and breeding, herds of the most desirable foxes.

A feature which has fostered this is the annual exhibitions both in the United States and Canada.

Islanders Win Championships

At the international show held at Boston, December, 1923, referred to above, there were sixteen classes, and of the sixteen classes Prince Edward Island exhibited in fifteen, winning fourteen of the fifteen firsts and the world's championship. One other class won by the Americans was from parents obtained from Prince Edward Island the year previous.

In 1924 a grand show, open to the world, was held in connection with the Royal Winter Fair at Toronto by the Canadian Silver Fox Breeders' Association, and nearly all the prizes as usual were won by foxes born and bred on Prince Edward Island. It is pretty safe to estimate that for some years at least Prince Edward Island will still continue to be the source of supply for the finest foxes and the finest pelts.

At the recent New York fur auction there was a great increase in the number of pelts offered for sale, but notwithstanding this fact the bidding was very keen and they were disposed of in very short order at quite satisfactory prices. The recent Canadian fur auction sale held in Montreal was a most successful one also, prices realized being exceptionally good for the quality of skins offered.

It may be mentioned here that the number of first-class skins going on the market is not as great as it should be. This is due in a large measure to the fact that there is a very keen demand for animals for breeding purposes. Far-sighted breeders, realizing this, are endeavoring to work up an agitation to increase the number of pelts to be put on the market, and it is probable that this fall will see a great increase, with correspondingly greater returns from the pelt end. That the demand exists is shown by the fact that keenest interest is evidenced for any good pelts that go on the New York, Montreal and London auctions, and these are snapped up quickly. As a further instance of the widespread demand, it may be mentioned that only the other day a very large order for pelts was received in Prince Edward Island from far-away New Zealand. This order could not be filled, as it arrived after all the pelts had been shipped or sold.

Beauty of Fur Attracts

Silver fox fur will continue to be more and more in demand as its merits and beauty become recognized by the fashionable world. Its lightness, its peculiar adaptability for making up into beautiful scarfs, its beauty as a personal adornment to the feminine sex, and its necessity particularly now that motor traveling is so great; also the fact that it makes beautiful trimming for garments such as dresses, cloaks and coats, leaves a field for it that will tax the fur-farming energies of many thousands more than are at present engaged in it.

The writer looks for continued expansion throughout the favorable zone, not only in Canada and the United States, but also in Great Britain, where a few fox farms are already established, principally in the north of Scotland, and have been quite successful after having been stocked with Prince Edward Island foxes. Also in Norway, where shipments have been made for several years from Prince Edward Island, pelts have brought excellent prices marketed in London, but the greatest expansion will be in new fields such as Switzerland, which purchased quite a number of pairs last fall, and will no doubt make a great success as their climate is favorable, in certain parts of France where ranches were established last fall, and also we predict in Germany. The Germans are becoming quite interested.

Some of the Fancy Prices

In conclusion I might give some mention of the prices for which real high-class foxes can be purchased. Good pups range from $800 to $1,500 per pair for exceptional specimens. A forty-pen ranch could, therefore, be stocked for $50,000. Forty pens would cost, with guard fence, feed house, caretaker's house, etc., $10,000. Land, etc., including feed, care, keep and labor for one year, should not run over $4,000. From such stock it should be possible to produce upwards of 100 pups. These could be marketable, some on a live basis, and sufficient to pay a nice dividend, and the ranch augmented by, say, twenty or thirty more pairs. If it is desired to do some pelting, the non-breeders of the original pairs could be pelted and a return received from that source.

We have in mind one particular breeder, Lt.-Col. D. A. MacKinnon, D.S.O., of Charlottetown, Prince Edward Island, a returned soldier, who engaged in the enterprise in 1919 and who has made a most astounding success by careful selection of animals. This gentleman has been a dominant figure in the show ring, and his animals and his ranch reputation are known throughout the fox world. What it was possible for him to do it is possible for others to do.

The top price offered for a live fox in recent years was $5,000 for Canuck Jane, champion at the International Show at Boston, and a similar offer was made for MacKinnon 59 at the Royal Winter Fair Fox Show last November. Both offers were refused, as the breeders believed that they would be money in pocket in retaining these remarkable animals in their ranches.

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Prince Edward Island Maintains Its Wealth by Finding New Sources

When Markets for Agricultural Products Are Curtailed, Island Goes in for Fox Farming With Much Success

THE interdependence of Canadian provinces is nowhere better illustrated than in Prince Edward Island. One of the chief markets for the produce and field crops of Prince Edward Island has been the industrialized northern and western portions of Nova Scotia. The falling off in the prosperity of these districts through the curtailment of coal markets, the increase in transportation charges and the effect of changes in the customs tariff has had the direct result of curtailing the markets of Prince Edward Island farmers and reducing the income of that tidy little isle of farms.

This situation was directly referred to in the speech from the throne delivered in the legislature of the province a few days ago by Lieut.-Gov. Frank R. Heartz. He said on behalf of the government: "It is a matter of regret that conditions in our neighboring provinces have prevented us from finding there the markets for our farm products which we formerly enjoyed and which were so convenient and satisfactory.

Relationship of Markets

Again, Premier Hon. J. D. Stewart, K.C., said in a speech in the House: "It is beyond controversy that in Nova Scotia and perhaps in New Brunswick the development of natural resources and the growth of industries are handicapped to-day; and it is equally true that the greater the growth of industries and the greater the manufacturing production we have established in those neighboring provinces, the greater the market will be for the products of this province—a market near at hand where we can overcome that tremendous handicap of transportation which is almost choking us today."

In addition to this contraction of the near-at-hand markets of P. E. I. that has been going on for some time past, the island has suffered during the past few years by the loss seriatim of several of its important markets for potatoes, which comprise one of its chief crops. Potatoes were once furnished in large quantities to Virginia and to the New England States; the Fordney tariff killed this trade except for seed potatoes. Then a market was found by some of the leading business men in the British Isles and for a while shipments in that direction were large and profitable. The British embargo on potatoes—and potato bugs—just as effectively killed that market. Potatoes are being shipped to the West Indies, and as far west as Calgary, but while the potato growers of the island received a high price for their product in 1923, the much larger crop last year went begging.

Fox Ranching Brings Wealth

In the face of these difficulties, it has been an excellent thing for the Prince Edward Island that the farmers have gone in for fox ranching on such a large scale, for it has given them a source of revenue that has held prosperity in the island where there might easily have been serious depression and suffering. In its early stages the fox farming industry went through a stage of bubble-blowing and when the bubbles burst the industry received quite a setback. But since the end of the war, fox-farming has been firmly established upon a stable basis and one where sound business methods prevail. As a result the island is drawing a revenue of $3,000,000 a year from fox-ranching, which is a very large sum for a community of 88,000 people.

The island is now the centre of fox farming for all the world, and the breeding stock for the farms that have been established all over the continent as well as in other countries comes largely from the island. The climate, the temperature and the nature of the soil all combine to give P. E. I. leadership. The reference in the last sentence to the nature of the soil may mystify many. The soil of Prince Edward Island is almost entirely lacking in lime. Foxes have a liking for burrowing in the ground, and when there is lime in the soil in which they burrow, their coats lose the fine sheen which gives them their great value.

Maintain High Breeding Standards

The breeders of the island are determined to maintain the high standard of their stock and their skins, and to that end have banded themselves together, while the province, in co-operation with the Dominion government, is establishing an experimental station.

At the present time the revenues of the people of the province are largely derived from agriculture, although fishing has been highly developed and there is some small industrial development. The tourist traffic has shown steady growth, and with further exploitation is likely to do its part to attract new dollars to the island province.

Provincial finances are on a very strong basis in the island and about half of the total revenue comes from a Dominion subsidy. There is also an income tax and a personal property tax, while the good roads' system is being built up by means of a gasoline tax. Although Prince Edward Island has had automobiles for only a few years, it was the first to adopt the gasoline tax as a measure for providing funds for highway construction.

Island Is Quite Prosperous

The population is remaining practically steady now, although there has been a gradual drain to the United States of agriculturists who have learned the ways of intensive farming on the island and have gone to the more populous centres to the south to utilize their expert knowledge in providing foodstuffs for their larger and higher-priced markets.

Prince Edward Island has more prosperity to the square inch than any other province in Canada. It is stable and cultivated to the full without waste of land. The citizens are contented and happy. It offers lessons in intensive agricultural development and mixed farming for every part of the country.

Use Our Ports, Whatever Cost Is Request of Maritime Folks

Railways Must Divert Traffic From American Centres to Canadian Terminals, They Say in Asking for Business

"SELL the American terminals." There is not much doubt in the minds of many citizens of St. John or Halifax as to what he thinks the policy of the Canadian government should be regarding disposition of the two large Eastern tidewater terminals of the Canadian National Railways. It chafes Haligonians, and citizens of St. John are almost just about unanimous in protest under the condition of paying income taxes that go to meet the deficit on a government-owned railway line that has as two of its important terminal ports, Portland, in the American State of Maine, and New London, in the American State of Connecticut.

There are some cautious ones who say, "Be careful, now. Before you tell the C. N. R. they have to sell all their rails on the other side of the line, figure out what we would lose as well as the perfectly obvious things we would gain. It seems to me that the old Grand Trunk portion of the Canadian National gets a lot of business out of Michigan and Chicago that it ships through Canada and out of Portland. It seems reasonable to suppose that a lot of good Canadian towns are getting some prosperity out of this business. And if we lopped off those American lines, wouldn't it cost us a lot of money? Wouldn't it be cutting off our nose and an ear or two because we had such a homely face?

Most Are for the Sale

There are not many men, however, in Halifax or St. John who argue that way. Most of them feel very keenly that they suffer from serious injustice in the maintenance, by the people of Canada, of two American ports, which is one of the many unpleasant heritages that Canada acquired when Old Man Prosperity kicked the bucket and left his young son Railway Problem to a nation inexperienced at fostering.

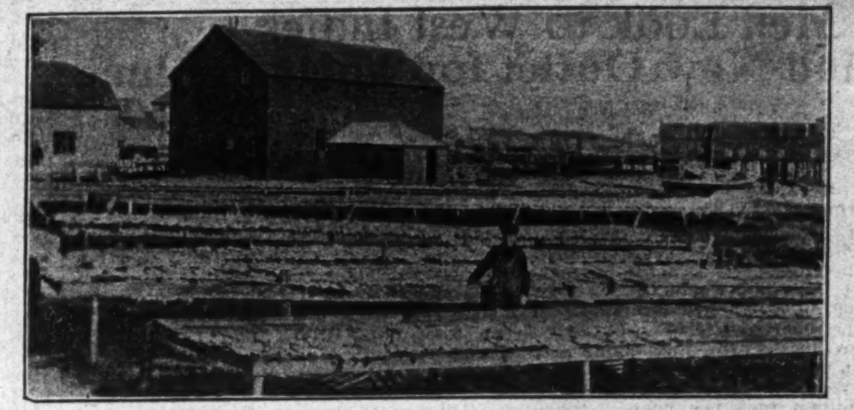
Several hundred solid business men of the Maritimes left their offices and shops for that recent trip to Ottawa. They went there primarily to demand that the government should require all goods coming into Canada under the British preference to enter through Canadian ports. There has been a lot of chuckling up sleeves at the narrow escape of the delegation from embarrassment, for it was not until they got to Montreal that they discovered that they already had what they wanted. And as it was the tariff adjustment of the present government that brought about the situation, Mr. King was all ready to have scored a significant political stroke if the heads of the delegation had not gotten together hurriedly and saved the situation.

What the Maritimes Ask

That chuckling that is going on, if it stops the ears of Central Canada business men to the plain speaking of the Maritimes on the question of the use of their ports is quite deplorable. The Maritimers mean business, which means that they want business. They point out that freight rates to St. John and Halifax are just about the same as to Portland, and they ask Canadian exporters to route through the Canadian ports. Moreover Canadian exporters are heeding the plea in large numbers. They ask, too, that the railways throw away their calipers and ship goods via Halifax and St. John. The C. P. R., it may be said, now uses St. John in the winter because it made St. John its eastern terminus, and intends to stick by its early decisions in that respect.

That's what they ask. Probably they'll get it. It's a man-sized job trying to run a nation and keep down the tax bills at the same time. Using Canadian ports may not do the latter, but it will help to do the first, say the Maritimers.

An interesting sight in the fishing towns of Nova Scotia is found in the rows of fish drying in the sun preparatory to shipping to all parts of the world. This is the type of boat that engages itself in lobster catching on the Atlantic coast.



Gold Mining in Nova Scotia Expected to Show Activity

GOLD mining in Nova Scotia has had a chequered past but the very real possibilities for profitable exploitation of the province's gold-arsenic ores leads many to believe that it will eventually have a great future.

Gold production is an old industry in the province, and in years past as much as 31,104 oz. have been taken out in a year. The mining methods in the past were primitive, and while gold bearing rock is widely distributed in the province, up to the present mining has been conducted in a rather haphazard fashion.

The chief gold mining sections are at Sherbrooke, Mount Uniake, Oldham, Malaga Barrens and Mortared. There were 2,273 tons crushed during the year, resulting in a yield of 537 ounces. This is less than last year, owing to the destruction by fire of one of the producing mines.

Arsenic in Rocks

There is a growing interest in the gold mining proposition owing to the demand for white arsenic, which is present in all the gold-bearing rock. This demand coupled with the availability of power, and the adoption of modern mining methods, is expected to make this industry extremely profitable. The formation of the gold sections gives color to this belief as they follow the "saddle-reef" of Bendigo, Australia, where veins have been found productive to a depth of 5,000 feet.

Gold mining in Nova Scotia became unprofitable when the increased price of coal made production costs too high. To-day there are two factors which promise much for greater interest in Nova Scotia gold mining. These are the availability of cheap hydro-electric power, and the arsenical values to be found in the Nova Scotian gold deposits.

There is apparently a prevailing belief that Nova Scotia's gold deposits are pockety. The belief has arisen because, again due to the lack of abundant capital, gold mining has never been undertaken on a large scale in Nova Scotia. Miners to date have sought the rich pockets only. Modern mining machinery which can abstract the values from the concentrates, and sufficient working capital will find Nova Scotia's gold resources can be worked at a profit.

At the present time the tailings of old, abandoned mines, are being shipped to Belgium which, when refined, are yielding arsenic on a profitable basis.

It is highly regrettable, government officials declare, that this raw material has to be shipped abroad to be refined, particularly with the United States, the chief buyer of arsenic—where it is used to combat the boll weevil cotton menace. But lack of capital for the installation of refining machinery is the explanation. However, outside capital, chiefly American, is becoming interested.

Recommendations Made

Some time ago, C. S. Parsons, of the Mines Branch, Ottawa, made recommendations to raise the production of gold in Nova Scotia. He said:

The gold industry of Nova Scotia can best be encouraged by giving more attention to improving conditions in the gold areas, which limit the successful development and profitable operation of the ore bodies.

The gold is not evenly disseminated through the quartz veins, but is segregated in shoots or lenses. This characteristic makes mining uncertain, and unless a systematic geological study is made of underground conditions and a wise policy of development based on geological information, systematic sampling and assaying is carried out, so that ore shoots will be developed ahead of stoping operations, there are small chances of success. The mine operators now in the field should be induced to embark on such a policy.

Very little systematic sampling was done in the past, either underground or in the mill. Where the values are so erratic as is the case with the Nova Scotia gold ores, more of work should be done to obtain an intelligent idea of the values of the ore being mined, of the mill feed, and of the pulp from each of the milling operations. By encouraging the operators in this respect, it will enable them to detect at once the weak points in their operations requiring attention, and their efforts can be directed to their improvement. It will enable them to ascertain the tonnage of milling ore, the values in such ore, the values in their mill feed, in the pulp from each milling operation, in their tailings. It will also enable them to ascertain their recoveries and the value of the ore to be milled, so that a profit can be made. Such systematic work is essential to successful operation.

Should be Studied

The mining laws of the province should be studied to determine if improvements can be made which would encourage more prospecting.

Cheap power for operating purposes should be given consideration. In certain of the mining districts, especially in the Western portion of the province, the cost of fuel, either coal or wood, is a great handicap. The question of operating with oil engines of the Diesel type, or of obtaining cheap hydro-electric power, should be investigated to determine the most suitable source of power for the operator.

Research and experimental test-work should be carried out on the milling and metallurgical treatment of the ores, to improve the mining practice. Attention should be given to developing a simple and economical method to increase extraction in the small mills, recovering more of the values, in the tailings from the plates after amalgamation.

This can be accomplished by co-operation between the provincial and federal mining departments.

The present, when so much attention is being paid to gold mining in Canada, is an opportune time to encourage the industry in Nova Scotia. If the above suggestion can be carried, out, the existing mines and other ore bodies which may be discovered in the future, will have a much better chance of being worked as profitable enterprises than has been the case in the past.

"Cut Freight Rates and Bind East to Canada With Steel"

THEY will tell you frankly down in the Maritime Provinces that they are not greatly interested in eliminating the deficit on the Canadian National Railway System. "We are not going to judge Sir Henry Thornton by the extent of his profits, or rather by the smallness of his deficits. The size of the deficit is not by any means as important as the degree of unity in the Canadian Commonwealth."

The Maritimer takes the view that Confederation was not a binding of the provinces by a scrap of paper. It is not paper, nor blood, nor cash, that holds Canadian provinces together as a single nation, but steel. Canada, they say, must continue to be bound with bands of steel, or it falls apart as the staves of a barrel crumble when the iron hoops rust and disintegrate.

Confederation Takes Second Place

"We have set ourselves to build a nation that is shaped like a pencil, a few thousand miles long and a few hundred miles wide. It is not a natural geographical or economic nation. We have to sustain it artificially by forcing trade east and west. It is not so difficult as it seems; it is largely a matter of the proper transportation facilities. Transcontinental railways are the pact of union that counts. The B. N. A. Act takes second place as an Act of Confederation.

"Unfortunately we have in the past few years gotten away from the idea of holding Canada together with railway lines. The war upset our rate structures, and when prosperity waned a bit, we woke up to find ourselves with an entirely new outlook on the railway question. We found that as a nation we were in the railway business. We found, too, that the railways we owned were costing a lot of money, so we hired some good people, turned the railways over to them and said: 'Make them pay.' And in the way of railway men they are doing their best to make them pay.

"In the process Nova Scotia, and, to a lesser extent, the other two Maritime provinces, are being lopped off the economic structure of the country. There is conflict between the idea of railways to earn money and railways to build nations.

"Rates and policies have to be adjusted to give to our products the markets in Central Canada and to bring the products of Central Canada through our ports when they go into export trade."

Say "Disregard the Cost"

"We ask that this be done regardless of the cost. This is not unreasonable. It was part of the bargain that made us part of Canada. It has been part of every railway bargain since, except during the past few years. It is small concession to us compared to the millions spent on canals and unprofitable railways in other parts of Canada."

So, in brief, argues the Maritimer. But most of the business men in the East will hasten to add: "The real cost will be nothing. If the railways will but give us rates that will encourage traffic east and west, they will get such a volume of business as will put them back where they are to-day as regards profits on the business of Eastern Canada. They will benefit from rates that will encourage traffic. They cannot get much traffic when a Halifax newspaper proprietor has to pay 54 cents to bring a hundred pounds of paper from a Central Canada mill, while an exporter who wants to load it on a ship at Halifax only pays 18 cents."

Railway men answer: "Freight rates are not an important factor in holding up production in the East. The Fordney Tariff, which cut off the natural markets of the Maritimes, is their curse. An examination of rates will show that any conceivable cut would not greatly affect their chances of selling in Central Canada and the West."

Halifax Has Benefited From Three Big Measures

The Morning Chronicle, Halifax.

Since 1921 three things have been accomplished which have greatly increased ocean-borne traffic through Halifax.

1. The railway freight rate discrimination of one cent a hundred pounds against Halifax has been removed.

2. The British preference on goods imported directly through Halifax and other Canadian ports was increased by ten per cent.

3. The marine insurance rate on steamers coming to Halifax was substantially reduced.

All of these put together, important though they are, do not hold as much promise for increasing traffic through Halifax as the present proposal of the board of trade. Yet they have practically doubled the trade on the water front in four years.

Look at the figures:

	Exports Imports	Passengers	Steamers
1921	241,027	19,156	480
1924	365,000	36,582	965

Champions of the cause—

¶ The HALIFAX HERALD and The EVENING MAIL were the first newspapers in Canada to take up the cause of "MARITIME RIGHTS" and present the true facts to the people of these provinces.

¶ Being ardent supporters, The HALIFAX HERALD and The EVENING MAIL were FIRST to enlist the co-operation of other Canadian newspapers in advancing the cause of "MARITIME RIGHTS."

THE HALIFAX HERALD
and
THE EVENING MAIL

can serve you profitably because of their

Volume of Circulation
—more than 31,000 daily (A.B.C.)

Distribution
—They cover Nova Scotia

Reader Response
—Insuring results for advertisers.

"First With The News" "Fearless In Views"

Halifax Has Had Drydock for Thirty-Five Years; Plant is Now Operated by Halifax Shipyard

During the War and After Halifax Shipyards Worked on Steel Ships and Was Scene of Great Activity—Drydock is Built on Solid Rock—Former Plant Wrecked by Great Explosion.

THIRTY-FIVE years in the service of shipping is the record of the drydock at Halifax, Nova Scotia, now operated by Halifax Shipyards. At first glance, it would appear that this is not at all unusual, that it is not a record that calls for comment. But when one considers that in 1887—the year in which construction of this dock commenced—the steamship had not fully come into its own, and that the sailing ship was putting up its last strenuous fight for ocean freights, one realizes that, after all, this drydock has a real record of service. Glancing casually at the files of the local newspapers of that year, we find that the waterfront directory on an ordinary day listed three full-rigged ships, two barques, one barquentine, seven brigantines, one hundred and twenty schooners, and only two steamers. So steam was not by any means the factor then that it is to-day. The marine railway at Dartmouth (on the opposite side of Halifax harbor) then in existence, could accommodate ships as big as 3,000 tons, and many shipping men thought at the time that a drydock was not essential.

Admiralty Wanted a Drydock

But there were men of vision in Halifax then, as now. As far back as 1875 a drydock was talked of for the port. Halifax was a naval station, the headquarters for the British North Atlantic Squadron, and the Admiralty wanted a drydock here. So did the city, which, furthermore, stipulated that if any were built it must be "big enough to accommodate the largest warship afloat." A company, known as the Halifax Graving Dock Company, was formed in England with a capital of $1,000,000, and subsidies were promised as follows:

From the city of Halifax, $10,000 a year for 20 years.

From the Dominion government, $10,000 a year for 20 years.

From the Imperial government, $10,000 a year for 20 years.

The above subsidies are not in existence now. The English company made a contract for the building of the drydock with S. Pearson and Son, of Westminster, London, the famous engineering firm, who associated with themselves the late Mr. S. M. Brookfield of Halifax, who became the dynamic force of the whole undertaking, and who was the managing resident director of the Halifax Graving Dock until it was taken over seven years ago by the Halifax Shipyards, Limited.

United States Sent Battleship There

The first sod for the construction of the drydock was turned in May, 1887, and on September 20, 1889, the Halifax Graving Dock was open for business. The first ship to enter was H. M. S. Canada, a composite steel, iron and wooden corvette of 2,770 tons. The dock, in accordance with the British Admiralty's requirements, was big enough to accommodate H. M. S. Inflexible, then the widest warship in the world. It is an interesting commentary on the drydock business in those days that Uncle Sam was compelled to send his big battleship Indiana to Halifax, as this was the only port on this side of the Atlantic with a drydock big enough to hold her. There was not much room to spare when the Indiana got in, but she managed it without any mishap.

By reason of the position of the port, its proximity to ocean steamship lanes makes it a convenient port of refuge, and the services of the Halifax drydock have always been in demand. Down through the years it has functioned, quietly but efficiently. Many a steamer, developing engine trouble at sea, buckling plates or starting rivets in a gale, finds that Halifax is the nearest port to which she can safely limp. When she crawls into harbor, surveyors often learn that the ship cannot put to sea again until necessary and effective repairs have been made in the drydock, and the vessel once more certified as seaworthy. This is but one instance of many emergency cases that annually come to port. Collisions, strandings, ice damage, and many other marine casualties, bring vessels to Halifax for the quick and efficient service of the drydock—all these, of course, apart from the regular routine over-haul for ships that operate out of this port.

More Comprehensive Work

Though old in years of service, the Halifax drydock has kept fully abreast of the times and is modern in equipment. The great explosion of 1917 had wrought havoc with the plant and its surroundings; the machine shop had been destroyed and remained in ruins, while the surrounding railway yards and piers were a mass of debris. The plant was taken over from the Halifax Graving Dock Company on June 24, 1918, by the Halifax Shipyards, Ltd., which firm undertook and carried out an elaborate programme of improvement. The new company, as its name implies, planned to make the service of the plant more comprehensive. It acquired a considerable area of adjoining property with the object of constructing a large shipbuilding plant, with facilities also for carrying out the most difficult and extensive marine repair work.

As part of its initial work, the new company undertook not only to build what is virtually a completely new plant, but also to reconstruct and improve the Canadian National Railways' property in the district which had been ruined by the explosion. This improvement consisted of excavating material to the extent of 300,000 cubic yards, sixty per cent. of which was solid rock, the building of a retaining wall 2,600 feet long and 25 feet high to hold back the city street, the building of an overhead steel bridge with a span of 50 feet in the clear, the relocation of two miles of Canadian National Railway tracks, and the removal of a two-way double track steel girder bridge 106 feet long.

The company's property has a length along the harbor front of approximately 3,300 feet, containing 4 acres, 5 acres of which were reclaimed by filling in with the material excavated for the improvement of the C. N. R. Improvements on this property were on an extensive scale. Old pier No. 7, wrecked by the explosion, was rebuilt for use as a temporary fitting-out berth; it has a length of 650 feet. A new pile wharf, 315 feet long, was built east of the drydock, and the plant's old wharf was rebuilt and extended. New and permanent buildings were constructed as follows: Machine shop, plate shop, with molding loft above; power house, pump house, office and stores building.

The Shipbuilding Department

The shipyards proper deserve a special paragraph. They consist of four building ways on pile foundation, 615 feet long by 60 feet wide, equipped with 13 steel guy derricks for placing plates in position on new ships. On these berths were built four splendid steamers, the "Canadian Mariner" and "Canadian Explorer," each of 8,100 tons deadweight, and the "Canadian Cruiser" and "Canadian Constructor," each of 10,500 tons deadweight; the two latter craft being the largest ocean-going freighters built in Canada. The last of these was built in 1921. When the demand for bottoms booms, the yards are there, ready and equipped to build some more ships.

Meantime, ships need repairs and the plant is never idle. The following summary of shipping attended to by the Halifax Shipyards since it took over the plant back in 1918, gives a fair idea of the service rendered.

NUMBER OF VESSELS IN DRY DOCK JUNE 1918 TO DECEMBER 31, 1924

Dry Dock:	No. of Ships	Lay Days	Tonnage
June 18 Dec. 31/18 . .	14	166	37,858
Jan. 1 Dec. 31/19 .. .	41	280	146,785
Jan. 1 Dec. 31/20	53	297¾	188,621
Jan. 1 Dec. 31/21	49	217	162,831
Jan. 1 Dec. 31/22	53	238¼	174,905
Jan. 1 Dec. 31/23	50	256¼	166,714
Jan. 1 Dec. 31/24	45	224¼	165,429

NUMBER OF VESSELS ON MARINE RAILWAY JUNE 1918 TO DEC. 31/24.

Marine Slips:			
June 10 Dec. 31/18.....	159	360	32,754
Jan. 1 Dec. 31/19......	260	591	53,560
Jan. 1 Dec. 31/20.....	357	894½	75,855
Jan. 1 Dec. 31/21......	233	577	50,785
Jan. 1 Dec. 31/22......	226	474	36,038
Jan. 1 Dec. 31/23......	210	482½	45,152
Jan. 1 Dec. 31/24......	228	412	50,639

Below is given a fairly comprehensive summary of the equipment that goes to make the plant of the Halifax city. The memorandum was prepared for this article under the direction of the company's officers:

Dry Dock Built on Solid Rock

TO THE layman visiting the company's plan the drydock itself is the most interesting feature of all the equipment. It was excavated out of the solid rock and the sides have been rebuilt with ashlar and concrete. Its extreme length is 567 feet, floor length 549 feet—an extra 22 feet can be added if needed by using caisson gate in outside position—greatest width 102 feet, width at gate 89 feet, depth 27 feet from keel blocks to high water. While there are now larger docks on this side of the Atlantic, it is a fact that this drydock has never yet been found too small to accommodate any ship requiring service at this port. It is well known that the largest British steamers, freight as well as passenger, arrange for drydocking, for overhaul and usual repair jobs at their home ports in the old country, where many drydock concerns are subsidiaries of the steamship lines. Conceivably, an emergency might arise when the drydock here would be too small but there has been none such in thirty-five years.

The drydock gate is of the ship caisson type. It was built in 1888 by Dunlop of Glasgow, and is 100 feet long and 30 feet high. A "sister ship" is still doing service at No. 1 Drydock, Glasgow. The gate has five compartments for buoyancy operation and, virtually every part having been renewed, it functions as well to-day as when it was first set up and floated out to open the dock for the first ship to enter.

Pump House Is Brick Building

Next in point of interest is the pump house, which is a brick building 40 feet by 24 feet, with the pumps situated on a level with the dock bottom. When the Halifax Shipyards took over the plant the pumps were steam driven, but a very efficient electric power plant having been constructed, the pumping plant was electrified. The equipment consists of two Canadian Westinghouse motors of 250 h.p., each driving two 32 inch centrifugal pumps, supplied by Watt, an English concern. The discharge pipe is 6 feet by 4 feet and empties into the harbor. The dock holds nine million gallons of water and the pumps discharge at the rate of 30,000 gallons a minute. On this basis it would take five hours to empty the dock, but with the displacement of the average ship it can be done in about three hours, as compared with 4½ hours in the days when the pumps were steam driven. The pump house is also equipped with an auxiliary direct 12 inch suction pump operated by a 40 h.p. motor: this pump is used to keep the dock dry when a ship is there.

Power House Now Is Stand-by

Probably the greatest investment in any individual part of the plant is represented in the power house. When the shipyards first took over the plant, the Nova Scotia Tramways and Power Company was unable to supply its power needs, so the new firm proceeded to establish its own system. A fire-proof, steel and brick building, 140 feet long, 100 feet wide, two stories high, was constructed. Three 1,000 kilowatt Allis-Chalmers turbines were installed, connected with 962 ampere, 600 volt, three phase generators. There are five B. and W. boilers, ranging in horsepower from 360 to 600. The plant is capable of generating 4,000 h.p. For three years all the machinery of the shipyards was operated by electricity furnished by the power house. Since the installation of hydro at Halifax the company has been buying its power from the Nova Scotia Tramways and now gets it direct from St. Margaret's Bay at a tension of 13,000 volts to 570 volts, using three 200 Kva. Westinghouse transformers. Meanwhile the power house is kept as a stand-by plant, one of the boilers being used during the winter for heating purposes. A reinforced concrete chimney 210 feet high and 10 feet diameter on the inside at the top, eliminates the necessity of mechanical apparatus for forced draught.

The machine shop, erected parallel with the drydock, is a fire-proof, reinforced concrete building, 280 feet long, 100 feet wide. Its major equipment consists of a 15 ton electric traveling overhead crane, lathes of all sizes up to a 72 inch lathe, 30 feet long with blocks to go up to 120 inches, and a six foot planer, also boring mills, slotters, milling machines, drill presses, etc. This shop with its auxiliaries is equipped to undertake anything in connection with the construction and repair of a steamer, except the actual building of the main engines.

Plate Shop Is Well Equipped

The plate shop is a two-story fire-proof steel and brick building, 600 feet long, 75 feet wide, 60 feet high, with two electric traveling overhead cranes, capacity five tons each. The ground floor contains all the machinery for fabricating steel plates for the erection or repair of ships, amongst which may be mentioned the plate rolls, 36 feet long, capable of handling plates 1¼ inch thick, also a mangle roll for plates up to 1¼ inch thick; punching and shearing machines, hydraulic flanging machine, joggling machine, a cold press for bending beams up to 15 inches wide; bevelling machine for frames of all sizes. There is also an oil burning plate furnace, 35 feet long, an oil burning angle furnace 75 inches long with bending slabs and jib cranes to handle heavy forgings. Above this is located the moulding loft. In the yard are powerful air compressors which distribute air for tools, etc., through pipe lines at various points on the building ways, shops and drydock. Then there is the pipe shop, equipped to do any work in connection with ships, and the joiners' shop, which does not limit itself to ordinary carpenter work, but is equipped to turn out all kinds of woodwork for ships' furnishings, such as sideboards, settees, wardrobes, tables and other cabinet making.

The offices and stores are in a fire-proof reinforced concrete and brick building 285 feet long by 50 feet wide; 60 feet of which is four stories high and the remainder three stories; 225 feet of the ground floor and 75 feet of first floor are devoted to stores and compressor plant, the remainder of building is used for offices. Fire protection is supplied by an 8 inch sprinkler system installed throughout all the buildings, with a sufficient number of hydrants and hose to protect outside work. A 1,000 gallon a minute fire underwriters' pump is installed in the power house with direct connections to the 8 in. sprinkler system and to a 40,000 gallon steel tank which is surmounted on the 75 inch steel tower. Two direct 6 inch water mains connected with the Halifax municipal water system supply the plant and sprinkler systems.

The main freight line of railway runs alongside the premises of Halifax Shipyards and the company has its own locomotives which can haul cars with material directly from these main lines at the freight yard Richmond, and distribute them at various convenient points on the branch lines which run through the shipyards and on both sides of the drydock. In addition there are four locomotive cranes (one of 20 tons capacity), two of which are used in the yard, and two at the drydock.

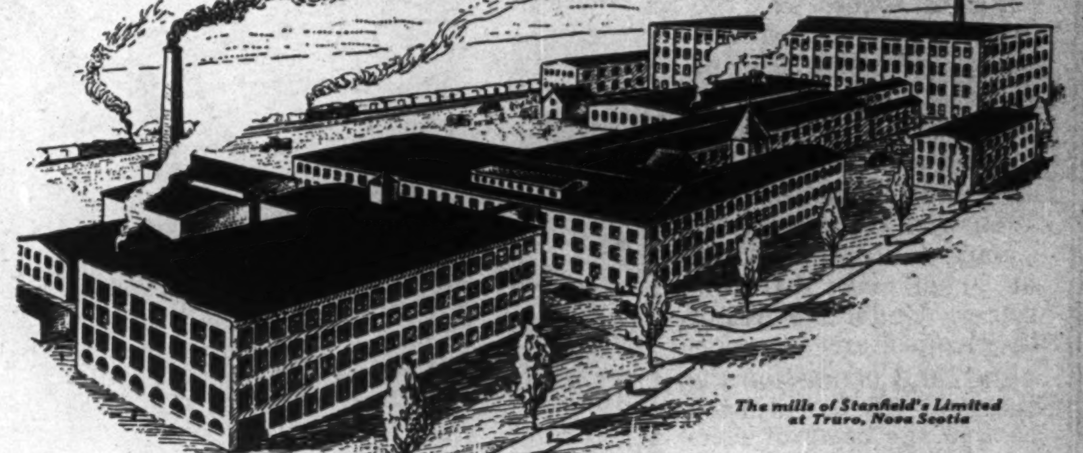
The Halifax Shipyards also maintain and operate a plant at Dartmouth on the opposite side of the harbor which consists of a marine railway, with four tracks and six cradles capable of handling vessels from 150 up to 2,500 tons gross. This plant has its own machine shop, carpenter shop, with up-to-date saw mill and small boiler shop, and is a self-contained unit for all repairs on the size of vessel accommodated. There is also a good wharf at which vessels can be berthed while under repair afloat.

In addition the Halifax Shipyards has maintained since its inception a marine salvage outfit, consisting of a wrecking steamer, stationed at Halifax, completely equipped with powerful pumps, air compressors, divers and other salvage appliances, which has rendered valuable assistance to stranded vessels in many noteworthy instances. In 1923 this steamer was lost during successful salvage operations on the S.S. "Cymric Queen" and in 1924 was replaced by one bought from the British Admiralty. This steamer, "Reindeer I," is stated by experts to be one of the finest salvage outfits in the world and was used by the British Admiralty in salvage operations at Zeebrugge, raising H.M.S. Vindictive and other block ships sunk in the canal during the famous raid. It is equipped with the latest appliances such as electric submersible pumps, which have a total pumping capacity of 1,300 tons per hour. There are also oil and steam driven pumps which bring this capacity to 3,400 tons per hour. The steamer, with her equipment and experienced wrecking crew on board, is ready for service on very short notice.

Floating Crane Part of Equipment

Another part of the floating equipment is a heavy weight lifting crane, which is fitted on board an especially constructed barge or pontoon and is capable of coming alongside of and transferring heavy weights to and from ships lying in the harbor, and of placing guns, machinery, boilers, on vessels newly launched or under repair. Dimensions of barge or pontoon: length 190 feet, breadth 49 feet, depth 14 feet, draught 7 feet. Its lifting capacity ranges from 10 tons with the long boom at a radius of 105 feet to 100 tons with the short boom at a radius of 40 feet. This crane is designed to swing through an angle of 360 deg. and is mounted on a track on the deck of the barge and can travel longitudinally to any position on deck.

STANFIELD'S LIMITED


The mills of Stanfield's Limited at Truro, Nova Scotia

—an integral part of Maritime and Canadian industrial life

STANFIELD'S CREED

To build a business that will never know completion;
To satisfactorily serve every person with whom we have relations;
To create a personality that will always be known for its fairness, honesty, strength and friendliness.

THIS great mill at Truro, the home of Stanfield's Unshrinkable Underwear, is one of the largest in all Canada and contains equipment of the most modern type, unsurpassed anywhere on this continent. It stands, a concrete proof of the energy and enterprise of Maritime industry, for since 1870 there has been a Stanfield's mill at Truro and for generations Stanfield's Unshrinkable Underwear has been known and sold in every city, town and hamlet throughout the Dominion, from coast to coast.

The high standard of quality of Stanfield's product is a by-word in Canadian industry and the strict adherence to this standard of super-quality has achieved for Stanfield's pre-eminent leadership in a closely competitive field. From the selection of the virgin wool to the perfection of the finished garment this strict adherence to quality pervades every manufacturing operation. Nowhere today is a higher grade of woolen underwear produced than that made at Truro by Stanfield's Limited.

The Maritime Provinces know Stanfield's mill and Stanfield's tradition. The rest of Canada knows Stanfield's product — knows it and buys it in preference to others because of its unvarying standard of highest quality.

STANFIELD'S Unshrinkable UNDERWEAR

Hydro-Electric Power at Cost in the Province of New Brunswick

Super-Power Scheme for the Whole Province Under Way—Grand Falls Being Developed on Large Scale—Low Cost Power Supplied for Industries.

THE Province of New Brunswick has embarked upon a policy of Hydro-Electric Development that will make possible the most complete utilization of all the power resources of the Province and the most general distribution of the energy from the water powers that can be obtained in Canada.

The water powers are being developed under the management of the Commission and the large amount of capital necessary for development, power plants, and transmission line systems is provided by the issue of New Brunswick debentures. These bonds, being secured by the whole resources of the Province, produce capital at a minimum rate of interest so that the fixed charges of power development (which in all cases represent the large portion of Hydro - Electric Power Cost) are kept at a minimum.

The power plants are publicly owned, but are built and operated under the management of a Commission.

Power is sold at rates that will pay the cost of service in accord with the General Policy of encouraging industrial use of power in the development of manufacturing.

All power to be generated and sold by the New Brunswick Electric Power Commission is to be sold at actual cost to Consumer. Under the Act of the Legislature incorporating the Commission the rates are to be adjusted so that the users of electrical energy will pay to the Commission the actual cost of service provided but no profit.

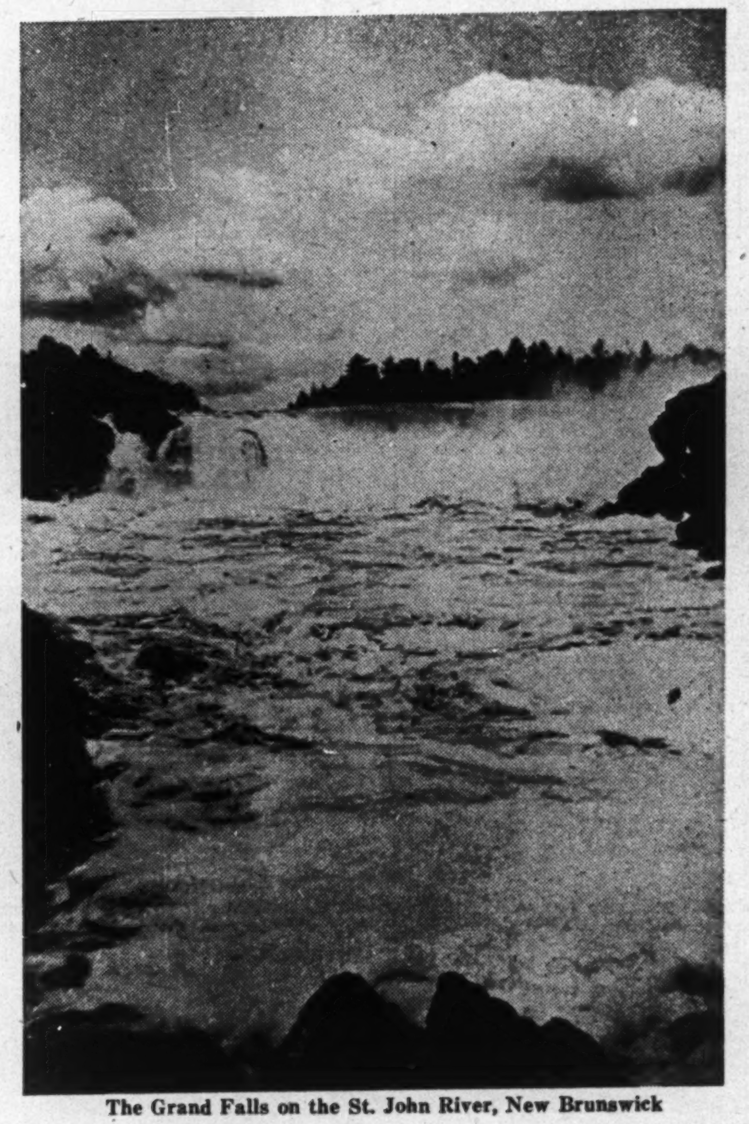
On the other hand the Commission are empowered to charge rates that will pay the costs of their undertakings and all the revenue required must be supplied by the users of electrical energy industrial and domestic. Under the Commission's regulations an equitable division of the charges is made between the various districts served and between the various classes of customers in each district. No part of the cost of electrical service is borne by any citizen other than customers for electrical energy.

Power at cost is at cost to the customer with no profit added but with all the actual cost borne by the Consumers and without expense to the general tax-payer.

Power at cost is supplied without profit and without taxation.

The New Brunswick Electric Power Commission commenced operation of their first 11,000 H.P. development two years ago and the total capacity of that plant has been absorbed in eight towns and villages. Electric power is now supplied to over 12,000 customers at about one-third the rates hitherto. Comprehensive plans for power development embracing the whole province and founded on the best Canadian practice in Hydro - Electric Engineering have been completed by the Commission.

On the accompanying map the Settled and Industrial area of the province is roughly outlined and shaded.



The Grand Falls on the St. John River, New Brunswick

The immense central part of the province is a vast timber reserve area reproducing at a greater rate than any other section of Canada.

At Grand Falls is a power site admitting of development of 140,000 Commercial Horsepower at a capital cost per horsepower less than the great Chippawa-Queenston Development at Niagara.

The Commission is not rushing blindly in on the development of this site, the largest water power in the Maritime Provinces, called the "Niagara of the East." They have during the past two years carried on extensive surveys and investigations and these have been used by outstanding Hydro-Electric Engineers as the basis of plant design.

The complete system of high tension transmission lines will deliver power from Grand Falls to all parts of the Province of New Brunswick. All the minor water power sites will be eventually tied up with this system so that the fullest use will be made of all the water power resources, totalling 200,000 H.P.

With cheap and abundant Hydro-Electric Power added to its geographical location, New Brunswick will be the Premier Province of Canada in the manufacture of export goods.

There is a striking opportunity today to establish manufacturing plants while the great power plant at Grand Falls is under construction.

The Crown lands of New Brunswick operated under private leases produce annually enough pulp wood to manufacture 1,200 tons of newsprint paper per day. For the first time there is in sight cheap power in sufficient quantity to convert this wood into paper. The newsprint paper industry is only beginning in New Brunswick. There is today only one 60-ton mill in the Province.

With the completion of the Power Development now under way there will be unexcelled opportunities for the establishment of several paper mills, and allied industries.

Cheap power widely distributed at rates as low as can be obtained anywhere in Canada is facilitating the development of a varied and extensive manufacturing industry based on the immense virgin forests of hardwood in the Province.

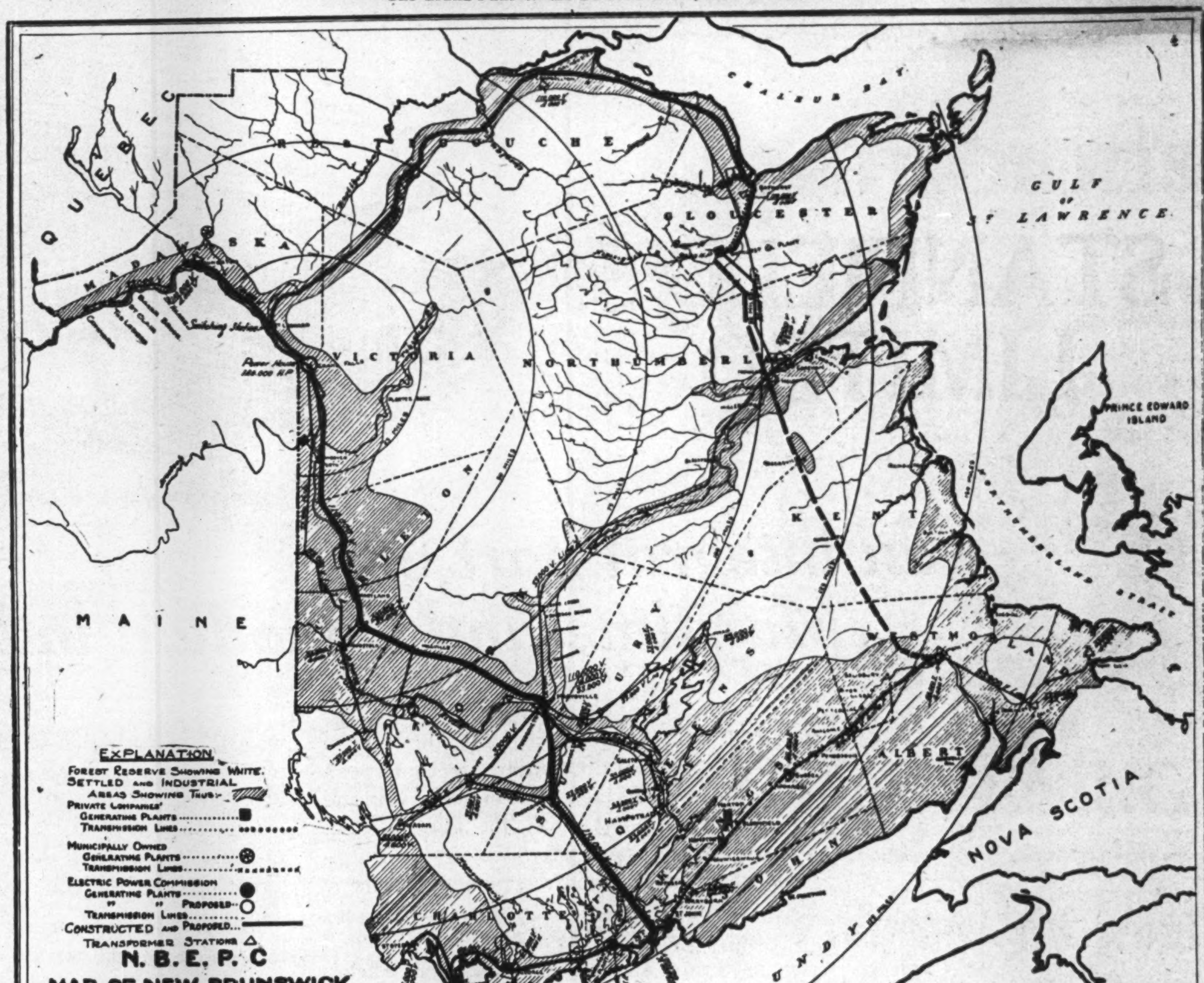
The Commission's plans embrace the ultimate development of all the water powers of the Province and linking them together in one province-wide distributing system.

The Province of New Brunswick is financing the New Brunswick Electric Power Commission for the erection of modern Hydro-Electric Generating Plants and distributing systems.

The credit of the Community is thereby used to provide cheap power to create opportunities for private capital and enterprise in developing the resources of the Province.

A manufacturer who recently opened a factory in St. John publicly pays tribute to the Hydro Service in these words: "the power rates are fine."

Inquiries relating to power supply should be addressed to


QUEBEC
CHALEUR BAY
RESTIGOUCHE
MADAWASKA
GLOUCESTER
GULF OF ST LAWRENCE
Switching Station
Power House
VICTORIA
NORTHUMBERLAND
PRINCE EDWARD ISLAND
KENT
NORTHUMBERLAND STRAIT
MAINE
WESTMORLAND
ALBERT
NOVA SCOTIA
CHARLOTTE
BAY OF FUNDY
EXPLANATION
Forest Reserve Showing White.
Settled and Industrial Areas Showing Thus
Private Companies' Generating Plants ■
Transmission Lines
Municipally Owned Generating Plants
Transmission Lines
Electric Power Commission Generating Plants ●
" " Proposed ○
Transmission Lines Constructed and Proposed
Transformer Stations △
N. B. E. P. C
MAP OF NEW BRUNSWICK
Showing Constructed and Proposed Developments
Scale

The New Brunswick Electric Power Commission, Saint John, N.B., Canada

The Commission will provide the fullest possible information on power supply to manufacturing interests who are desirous of locating in New Brunswick

Maritime Provinces' Annual Production is Over $238,000,000

Varied Sources of Revenue Bring in Millions Annually to Sustain a Stable Purchasing Power in Three Atlantic Coast Provinces.

Prepared by H. M. CAMERON, B.A., Statistical Editor

THE annual production of the Maritime Provinces is over $238,000,000. The sources of wealth in the three Atlantic coast provinces are set forth in the following analysis prepared for this issue by the statistical department of THE FINANCIAL POST:

I. AGRICULTURAL REVENUE

Prince Edward Island

	1922	1923	1924
Field crops	$10,890,000	$10,174,000	$10,000,000
Farm animals	1,174,000	913,000	975,000
Wool	42,000	95,000	90,000
Dairy products	2,585,000	2,715,000	2,800,000
Fruit and vegetables	300,000	300,000	320,000
Poultry and eggs	985,000	864,000	900,000
Fur farming	843,000	842,000	845,000*
Clover and grass seed	21,000	21,000	22,000
Total	$16,840,000	$15,929,000	$15,952,000

*Canadian government figures. Islanders' estimate revenue at over $3,000,000.

Nova Scotia

	1922	1923	1924
Field crops	$24,140,000	$20,505,000	$22,000,000
Farm animals	2,089,000	1,774,000	2,000,000
Wool	338,000	306,000	325,000
Dairy products	8,744,000	9,180,000	9,000,000
Fruit and vegetables	13,500,000	7,776,000	8,500,000
Poultry and eggs	1,063,000	927,000	1,000,000
Fur farming	89,000	89,000	90,000
Clover and grass seed	28,000	28,000	30,000
Maple products	28,000	28,000	28,000
Total	$50,019,000	$40,613,000	$42,973,000

New Brunswick

	1922	1923	1924
Field crops	$31,979,000	$20,864,000	$23,500,000
Farm animals	2,433,000	1,608,000	2,000,000
Wool	252,000	197,000	200,000
Dairy products	7,125,000	7,481,000	7,500,000
Fruit and vegetables	1,000,000	1,195,000	1,200,000
Poultry and eggs	1,496,000	1,042,000	1,100,000
Fur farming	183,000	183,000	183,000
Clover and grass seed	60,000	43,000	50,000
Maple products	40,000	40,000	40,000
Total	$44,568,000	$32,653,000	$35,773,000

II. MINERAL REVENUE

	1922	1923	1924
Prince Edward Island			
Nova Scotia	$25,923,499	$30,534,176	$28,500,000
New Brunswick	2,263,692	2,205,846	2,250,000
Total	$28,187,191	$32,740,022	$30,750,000

III. FOREST REVENUE

	1922	1923*	1924*
Prince Edward Island	$ 727,264	$ 750,000	$ 700,000
Nova Scotia	9,446,170	10,000,000	10,000,000
New Brunswick	25,163,304	24,000,000	24,000,000

*1923 and 1924 estimated.

IV. FISHERIES REVENUE

	1922	1923	1924
Prince Edward Island	$ 1,612,599	$ 1,754,980	$ 1,201,772
Nova Scotia	10,209,258	8,448,385	8,777,251
New Brunswick	4,685,660	4,548,535	4,650,000
	$16,507,577	$14,751,900	$14,629,023

V. MANUFACTURING REVENUE

	1922	1923*	1924*
Prince Edward Island	$ 1,671,864	$ 1,500,000	$ 1,500,000
Nova Scotia	27,826,355	28,000,000	25,000,000
New Brunswick	25,463,509	25,500,000	23,500,000
	$54,961,728	$45,000,000	$50,000,000

*1923 and 1924 estimated.

VI. TOURIST TRAFFIC REVENUE

	1924*
Prince Edward Island	$ 1,000,000
Nova Scotia	7,000,000
New Brunswick	6,000,000

*Estimated annual revenue.

1924 TOTAL REVENUE

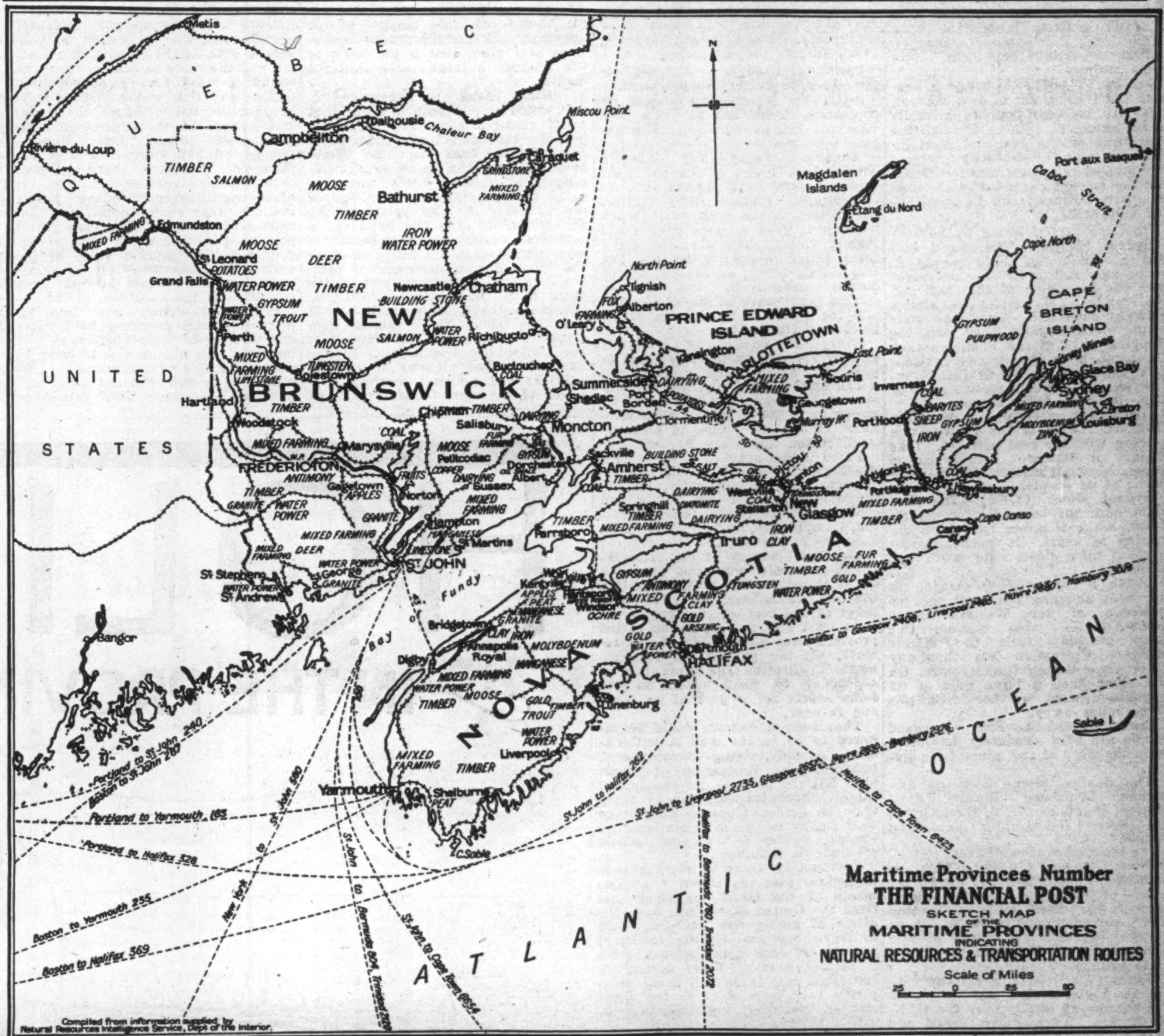
Prince Edward Island	$ 20,403,772
Nova Scotia	122,250,251
New Brunswick	96,173,000
	$238,827,023

1924 TOTAL THREE PROVINCES

Agriculture	$ 94,698,000
Mining	30,750,000
Forest	34,750,000
Fisheries	14,629,023
Manufacturing	50,000,000
Tourist Revenue	14,000,000
	$238,827,023

Potatoes from the Atlantic provinces are favored the world over, but the problems of the Maritime potato growers have been legion in the past few years what with the successive loss of United States markets, through tariffs, British markets, through embargoes, and Central Canada markets through high freights.

Resources of Maritime Provinces Portrayed



Nova Scotia's Prosperity Depends Upon Future of Steel and Coal Industries of the Province

Lack of Markets is Holding Up Establishment on Powerful Financial Basis of the Great British Empire Steel Corporation, Thus Affecting All Nova Scotia.

By Floyd S. Chalmers

THE coal and steel industries of Nova Scotia are at the present time, and for a long time to come, likely to form the backbone of the industrial prosperity of that province. When coal production is at a high level, and the iron and steel plants at Sydney and New Glasgow are producing close to capacity, Nova Scotia is certain to feel the reflex in happier conditions for everyone, in larger orders for merchants, in broader operations in other local manufacturing plants, in more jobs for people in every part of the province.

Nova Scotia has not greatly over half a million people. When the coal and steel industries, under the direction of the British Empire Steel Corporation, are running at normal capacity, they employ close to 25,000 people, who, with their families, comprise between a fifth and a quarter of the entire population of the province. When anything occurs to uspet the smooth operation of this great machine of workers and factories the entire province of Nova Scotia feels the results directly. Throughout the rest of Canada the reaction is noticed, but, naturally, Nova Scotia feels the effect first and feels it most directly.

What They Mean to Province

The iron and steel plants and the coal mines of Nova Scotia have not had normal output since the end of the war; even during intermittent periods, when the whole machine is running noiselessly and with wealth-creating effect, the ultimate point of output that the plants, greatly enlarged, will some day reach is not even closely approached. There are many business men in Nova Scotia who are certain in their own minds that the difference between progress and stagnation and for their province is the difference between prosperity and short hours in the iron, steel and coal industries of the province. Nova Scotia can build prosperity on a combination of factors, including shipping development, better marketing of fruit, more scientific exploitation of the fisheries, the harnessing of water powers and the manufacture within the province of its wood resources. But none of these offer at the moment the possibilities for immediate impulse to improvement such as is latent in the northern tip of the province where the largest coal mines are, and where the most important steel plants have been built.

Nova Scotians feel that they can share now in some of this great potential prosperity if they can shape conditions to stabilize the output of the mines and plants that are already established and operating, and, secondly, if they can build on the present foundation the steel industry of world importance that they feel the great natural advantages of Nova Scotia will make possible.

Many Fine Advantages

This is being written in Sydney. From the writer's window the stacks of the British Empire Steel Corporation's plants are visible. Black smoke is belching forth and steam is puffing into the frosty air. All is activity, and steel workers are busy. The open-hearth is breaking records and the rail mill is going full blast. Yet it is only a few days since the plants girded harness for production; for months they have been idle, while workers have been jobless; merchants have been running up their bank loans and commercial travelers have hesitated to come to Sydney. The plants will run for a few weeks or months; the future then is uncertain. They may be able to run, and they may have to shut up again for want of orders. And this is the steel centre that has centuries of coal ahead; an unlimited supply of fine ore; tide-water shipping and natural advantages that made a great American steel magnate say that Cape Breton was the best iron and steel situation in the world.

As this is being written, the miner's pick is not heard under the ground or under the sea. Water is filling the lower regions of the coal mines. The streets of Glace Bay are filled with idle men. The coal miners are on strike, and the prosperity of the province of Nova Scotia is being damaged by the deadly stifling reality of labor troubles. The strike might be called a walk-out and might be called a lock-out, depending upon which side of the story you get.

When the Plants Were Idle

Why were the steel plants idle? Because other nations were filling the steel orders of the country. Why are the mines idle? Because the operators of the mines and the miners have reached a stage where mutual distrust has replaced the confidence that is necessary in any two-party or tri-partite arrangement. In a minor sense, the collieries are idle to-day because orders for coal at profitable prices are not plentiful enough to demand that the issue of settlement be formed. Again, as with steel, another country is supplying coal to the markets that the Nova Scotia mines might justifiably claim as their own.

Competition of foreign steel in Canada has been one of the chief difficulties of the iron and steel plants of Nova Scotia in the past few years. It has been one important factor in lessening activity at Sydney and in forcing the shut-down of many large and small plants of one kind and another in Pictou County and other sections of Nova Scotia.

At Trenton and New Glasgow, the steel works of the Nova Scotia Steel and Coal Company and the shops of the Eastern Car Company have been almost continuously closed down, and from both of these towns many workers have joined the human flow that is U. S. A. and job-ward bound. The non-operation of the steel plants has been reflected in reduced operations at the coal mines. The two industries are highly interdependent. The production of a ton of steel in the form of bars, rods or rails requiries the use of not less than four tons of coal, and where the output of steel is reduced for any reason, the

(Continued on page 34)

What Besco Means to Nova Scotia

It operates the principal coal mines.
It operates all the steel mills.
It operates two standard railways.
It operates a fleet of huge colliers and ore carriers.
It contributes over $600,000 annually to the revenue of the province in coal royalties alone.
It gives employment to 23,000 men.
Its annual payroll is over $27,000,000.
Its other annual disbursements are more than $43,000,000.
It is the largest private industrial concern in the Dominion.
Its payroll alone is over five times the annual revenue of the province of Nova Scotia.

What Are Included in Besco; The Parts of Our Biggest Firm

For the benefit of those who are unfamiliar with the component parts of Besco, a few words:

In 1920 there was located at Glace Bay the Dominion Coal Co. operating about 15 collieries in Cape Breton south; also, as a subsidiary, the Sydney and Louisburg Railway, a 40-mile standard line, and a chain of company stores. Another subsidiary, in Cumberland county on the mainland, was the Cumberland Coal & Railway Co., operating several mines at Springhill and a stretch of standard railway connecting the mines with Parrsboro, a shipping port, and Springhill Junction on the C. N. R.

At Sydney was the Dominion Iron & Steel Co., operating a steel plant, and extensive ore mines at Wabana, Newfoundland.

The Dominion Iron & Steel and Dominion Coal, 15 years previously, had been merged in the Dominion Steel Corporation, which had also operating out of Sydney a line of 15 or 20 large coal and ore carrying steamers—the Black Diamond fleet.

At Westville was the Acadia Coal Co., working a seam of the best domestic coal in the province.

At New Glasgow the Nova Scotia Steel & Coal Co. was operating a steel plant and the Eastern Car Works. At Sydney Mines this company had another small steel plant and five or six mines (some of them opened a century before by the General Mining Association, an English concern) and a considerable railway mileage. At Wabana, Newfoundland, it had large iron ore holdings.

At Halifax there was the Halifax Shipyards, and at St. John the Pender wire and nail mills.

In 1920, all these companies amalgamated under the name of the British Empire Steel Corporation.

Half of Nova Scotia Lives Off British Empire Steel Corporation

By H. B. Jefferson

EVERY large centre of the province, except Halifax, is directly and entirely dependent upon Besco for its continued existence. Halifax is partially dependent. Here is the review:

Halifax (57,000).—Although a seaport and trading on its own account, this city receives benefits annually to the extent of millions through the operations of the coal and steel industries, which necessarily increase the number of government officials and the amount expended in the capital, port business, and in the Halifax shipyards.

On Cape Breton Island we have:

Sydney (25,000).—The second city was a village of 2,000 people 25 years ago and grew up overnight with the expansion of the steel and coal trade. Its people are almost entirely dependent upon the steel plant, which employs 3,500 men, the shipping piers of the Dominion Coal Company, upon the S. and L. Railway, and upon a score of smaller industries, all of which receive most of their business from Besco.

Glace Bay (18,000). — Canada's "Biggest Town." It has grown from nothing with the coal business. Like Sydney it depends entirely upon Besco industrial activity for the livelihood of its people.

Sydney Mines (8,000).—The steel plant here has been idle for several years, but coal mines have been operating as usual. It is entirely dependent upon Besco for work and business.

North Sydney (6,000).—Owing to its large shipping interests and the presence of the Western Union trans-Atlantic cable station, this town probably feels the effects of Besco depression less than any other Cape Breton island centre. On the other hand a large part of its population work in the Scotia pits three miles away.

New Waterford.—Five thousand people are here absolutely dependent upon the work of the mines for a living.

The smaller towns, such as Dominion, Louisburg, Reserve, Port Morien, Dominion No. 6, Birch Grove, are Besco communities pure and simple.

On the mainland we have:

New Glasgow (10,000).—This is another village which has grown because of industries, to its present proportions. Steel mills at Trenton and surrounding collieries have brought together and largely sustain a population of 25,000 in the immediate vicinity.

Truro (7,000).—As a railway centre, its business rises and falls with the volume of traffic over the C. N. R. lines. When Besco mills and mines are busy and shipping lots of fuel and steel products, Truro booms and its train and enginemen make big money. When freight is slack, Truro suffers proportionately.

Springhill (6,000). — Entirely dependent upon colliery employment.

Stellarton (5,000) has doubled its population in the last 25 years, and Westville has grown also. Both depend upon coal.

Annapolis Valley.—The Western Nova Scotia towns derive no direct revenue from Besco plants, but as agricultural centres they reflect hard times in the coalfields. When business is good in Cape Breton and Pictou, Valley farm products bring fancy prices in the C. B. steel and coal towns, which, on account of the barren nature of the country around them, have to import practically the whole of their fresh vegetables and fruits.

Every other part of the province is directly affected by the depression or prosperity of this huge concern, and it can truthfully be said that no substantial prosperity can be enjoyed by any part of Nova Scotia when hard times hit the coal mines of Cumberland, Pictou and Cape Breton.

Besco is the heaviest revenue producer for the C. N. R. in Eastern Canada, and, consequently, its depression is felt not only in the rail centres of Nova Scotia, but in Moncton, Campbellton, and all other C. N. R. towns as far west as Montreal.

This brief survey of the situation shows not only why, but how, the whole industrial life of the province has come to be bound up in the destinies of this one big concern.

At least half the population of the province lives directly, or at one remove, off the payroll and disbursements of Besco. The other half is dependent to some extent on the same source for a part of its trade and revenue.

That such a concern could be allowed to go to the wall is unthinkable. Already, owing to depression, hundreds and thousands of people have left the province for the United States. Should the word once go forth from an authentic source that Besco was finally to cease operations, an exodus would follow that would astound the Dominion.

Fortunately, there is every reason to believe that the recent re-adjustments of the tariff on slack coal from the United States will have the effect of giving new encouragement to Nova Scotia's leading industry; and that as soon as the present strike is settled, a mild boom in the St. Lawrence coal trade will bring prosperity back once more to the great merged coal and steel industries of this province.

Nova Scotia's Prosperity Depends Upon Steel and Coal

(Continued from page 33)

output of coal is also reduced—by four times the tonnage. When one man is laid off in a steel plant, his enforced idleness will also affect, very often, the laying off of several miners.

The Story of the Tariff

The increased importations of iron and steel have been due to a number of factors, including, as has been pointed out by steel men on a number of occasions, depreciated currencies in European iron and steel-producing nations, and the decline in the effectiveness of specific rates of duty as protection for Canadian iron and steel plants. Since the latter is by far the more important situation, and is likely to be a vital factor for a longer period than currency depreciation, it merits examination.

Down here in Nova Scotia most of the citizens are free traders by inclination; this has been shown by their steadfast adherence to the Liberal cause for many decades and by the political policies of their national leaders. Yet they realize that the fiscal policy that is applied to one part of the country should be equitably applied to other parts of Canada. The tariff, as at present constituted, does provide considerable protection for the great industries that have been built up in Quebec and Ontario; many of them industries that are not naturally indigenous to the country, such as cotton textile manufacture, automobile making, rubber manufacture, etc. On the other hand, the industries of Nova Scotia—fishing, fruit growing, pulp manufacture, etc., are not given the same measure of protection, and, under present conditions, the greatest of Nova Scotia's industries, the mining of coal and the manufacture of iron and steel, are not given the protection that is necessary if we are to build for these industries, markets throughout Canada. It is not a question of free trade or protection, claim the Easterners. Canada has already committed itself to a policy of protective tariffs; let the country then equalize the tariffs so as to give protection to the industries of the East as well as to the industries of Central Canada, they say.

The East Pays for the Tariff

The East pays for the tariff, is their argument; one Halifax business man estimates that the motorists of Nova Scotia have paid $6,000,000 on the motor cars they now own, as protection to Canadian automobile manufacturers who use neither Maritime coal nor steel. The same man estimates that the average coal miner's family in Cape Breton pays $250 a year of "overhead" to meet customs duties, although the industry in which he works is denied ample tariff protection.

Again, it is argued in the East that Canada, having admitted the necessity for certain tariffs, should maintain them, not necessarily increasing them, but adjusting them when changing price levels change their effectiveness.

The case has been well presented at Ottawa and in the public press on a number of occasions. A Liberal premier of Nova Scotia headed a delegation from his province to ask for the tariff revision on iron and steel.

Duties on Specific Basis

The difficulty is that most of the duties on finished iron and steel products are on an ad valorem business, and that, as prices have risen, the measure of protection has also risen accordingly, but that the duties on semi-finished iron and steel products, such as comprise the bulk of the production in Nova Scotia, are on a specific basis, and that they have, therefore, been lessened in their ad valorem effect by the decreased purchasing value of money. Costs and import values have advanced while the proportion of duty to value has declined, owing to the fact that the rate of duty is fixed and is calculated on weight and not on value.

A single example may serve to illustrate this statement. Steel billets in 1910 had an import value of $18 per ton; the duty of $2.50 per ton was equivalent to 13.8 per cent. on that value. The import value has doubled, the duty per ton is still $2.50, but the ad valorem effect is exactly half what it was in 1910. This has given insecurity to the business of the semi-finished steeel producers in Canada, by giving greater ability to foreign producers to displace semi-finished materials to Canadian manufacture in Canada, and has introduced an element of instability that surely cannot have been the intention of those who drafted the tariff, and which now requires the most earnest consideration of the government.

Coal Was Not Unsimilar

The situation as regards some of the more important grades of coal was not unsimilar until the recent tariff. The duties on slack coal had been maintained at a level at which they were fixed many years ago when slack coal sold at low prices. Until recently changed, the duty was not sufficient to give any measure of protection at all to slack coal. This was serious so far as the Nova Scotia mines were concerned, as forty per cent. of the coal mined in Nova Scotia is slack coal. American slack coal had greatly increased in movement to Canada, to such a degree that the tonnage by which such imports had increased in the customary markets of Nova Scotia coal would in itself have been sufficient to increase the output of Nova Scotia mines enough to give full employment to the miners of the province.

Changes then are asked by those interested in the progress and prosperity of the British Empire Steel Corporation, and it is stated that they are essential if the Corporation is to win, in Canada, the markets for steel and coal that will enable it to give year round employment to thousands of men who now suffer the distress of frequent lay-offs, incomes that total little better than stavation wages in the course of a year, and who are unable to taste of the better things of life because of the appalling effect of short time operations at a plant that is the heart of the life of a large area in Nova Scotia.

Other Steps are Necessary

It would be too much to argue that tariff changes alone are needed to put the coal and steel industry of Nova Scotia back on Easy Street again. There has to be much simplifying of financial knots; there has to be a thorough-going rebuilding of the structure of labor relations; the elimination on the one hand of a somewhat cold-blooded scheme of management that has failed to catch the humanitarian demands of modern industrial democracy, and on the other hand of radical, industrial iconoclasm that is at heart Bolshevik and that labels itself, faintly, Progressive. These are the views that the writer heard expressed in the East by leading citizens of varying interests and political leanings.

One of the most fruitful topics of discussion, in private and in the press, is the future of the British Empire Steel Corporation. There are those who think that a solution of the troubles of the coal and steel industry in the East must come from the unscrambling of Besco, its redivision into the individual companies that formerly operated as individual entities. The arguments advanced are obscure; the suggestion is probably a stab in the dark. Labor leaders and the more radical newspapers, including many leading metropolitan dailies, say that watered stock must be squeezed out, although the financial editors of these same newspapers could inform their slippery-penned brother journalists that the discussion of whether there ever was or was not watered stock in Besco is of no significance whatever beside the fact that senior securities, that once ranked among Canada's most popular stocks, are not now paying dividends. The market value of the outstanding securities of the enterprise is millions below the total market value of the securities of the enterprises when they went into the merger. Others prophesy bankruptcy and the sale of the properties to new interests who will be able to bring in new capital, new management, new ideas and a new slate of labor and political relations. This would be hard on the shareholders and cause much loss and suffering. Moreover no one can solve Besco's financial problems without first of all solving the problem of markets. All these solutions ignore the not inconsiderable achievements of the present management; achievements that have failed in significance often because of untoward circumstances; but achievements that are, nevertheless, creditable in view of the difficulties.

Iron Out Labor Bumps

It would seem obvious, though, that nothing substantial can be gained until the labor bumps are ironed out. A succession of strikes seems unavoidable if happiness and contentment cannot be given to the thousands of workers. The enlargement of markets and the consequent increase in production that would come from naturally improving business and from a revision of the tariffs as mentioned would go a long way to eliminating causes of friction, because it would provide a larger number of days of work for each employee and hence make the hourly or daily wage less important. It would give him a yearly income that would enable him to do more than feed and clothe his family and keep them out of the streets. And a new spirit will have to guide the relation between management and labors' leaders, a spirit where the golden rule is given a chance to work. It may as well be admitted frankly that the dollars and cents value of good relations does not seem to have been recognized yet in the Maritime coal and steel industries. Starting at the other end by attempting to quell radicalism usually does not prove so effective in reaching the middle ground rapidly. Seeds of revolt do not grow unless the soil has been made ready by resentment and a sense of injustice.

One wishes the present organization of the British Empire Steel Corporation every success. Success means much to the province, to Canada, to shareholders, to workers, to workers in a hundred other lines, to railways—to every one in fact. But it is asking a lot to demand from them success when problems of markets are yet unsolved. Unless Besco is given encouragement that will enable it to offer inducement to bankers to invest in the company, success can only be slowly built over a long term of years.

While the situation is working itself out, the time seems ripe for study of the whole situation, not only by commissions and by parliament, but by the people who help to shape the views of their fellow Canadians.

HOLIDAY
IN THE PROVINCES BY THE SEA

Silver days of New Adventure

Enjoy a "Canadian National" Vacation this year in the lovely Maritime Provinces, land of Hospitality.

You will revel in the delight of some cool, inviting seashore in New Brunswick, Nova Scotia, Prince Edward Island, the picturesque Gaspe Peninsula, Perce Rock or the Bras d'Or Lakes. Charming resort hotels and quiet country homes afford delightful accommodation and opportunity for rest and recreation. You may indulge in your favorite pastime — golf, motoring, boating, deep sea fishing, etc., and of course, you will bring the kiddies!

Low Tourist fares and liberal stop-over privileges. Excellent train service. Ask your nearest Canadian National Agent for descriptive booklets and list of Summer Hotels.

CANADIAN NATIONAL RAILWAYS

CANADIAN NATIONAL RAILWAYS
The Largest Railway System in America

Maritime Case for Return to Former Freight Rates Level Briefly Told by President Halifax Trade Board

THERE is no problem more important to the citizens of the Maritime Provinces than that of transportation. In order that the Eastern view might be clearly and definitely presented, THE FINANCIAL POST asked D. R. Turnbull, of Halifax, to prepare a memorandum setting forth the claims of the Maritimes for a revised basis of freight rates. Mr. Turnbull, who is managing director of Acadia Sugar Refineries and president of the Halifax Board of Trade, prepared the article below in response to this request.

THE POST feels justified in reproducing some paragraphs from a letter from Mr. Turnbull that accompanied the article. He said:

"I consider that the reason for the feeling of dissatisfaction that exists down here, and which is on the increase, is brought about through the ignorance of the present generation of Upper Canadians in reference to the pre-confederation promises. These promises were not written directly into the British North America Act, but they were to a very great extent lived up to by the fathers of Confederation and following governments until the time of the war years, which is the strongest proof that Nova Scotia's geographical disadvantages were recognized at the time and were to be overcome by the building of the Intercolonial Railway and the granting of attractive freight rates so as to allow our industries to compete against the industries of upper Canada. During the long years that this moral obligation was observed there was no talk of dissatisfaction down here.

"Since the war, I am sorry to say, there appears to have sprung up in Upper Canada what is apparently a more selfish generation, and through ignorance or selfishness appear to be doing all possible to drive Nova Scotia out of the confederation, and the present freight rate structure as at present applied is the most effective method to pursue to accomplish this thing.

"The fathers of Confederation were men of honor as instanced by the rail rates that we enjoyed, all of which was in line with their promises and was continued by their successors in office until late years. Are the present generation without honor?"

By D. R. Turnbull

THE restoration of former railway policies and freight rates is of vital importance to Nova Scotia. Our geographical position makes it so.

The pre-Confederation speeches made by outstanding representatives from Upper Canada go to show that they recognized the disadvantage under which Nova Scotia would be laboring on account of her geographical position in entering the Confederation. And to offset this disadvantage and thereby induce our grandfathers to enter Confederation, they promised to build the Intercolonial Railway so as to open up the markets of Central Canada to industries established in Nova Scotia and the other Maritime Provinces. These promises carried an implied obligation that the railroad rates to the West would be such as would enable us to reach the large centres of population and compete with industries established there. And the best proof that we have that this was their intention is that from the time of Confederation until 1916 we enjoyed rates which permitted us to compete, at least to a certain extent. in those markets.

The Arbitraries in Force

The writer does not know the exact rail rates charged prior to 1900, but from that date until December 1, 1916, through freight was moved from the Maritime Provinces to points west of Montreal, the rate charged to the Maritime province shipper was arrived at by adding to the regular rate between Montreal and points west thereof certain arbitraries on the basis of 22c. 1st class, scaling down to 11c. 5th class, from Halifax. On December 1, 1916, the 1st class arbitrary was increased to 26c., and the 5th class to 13c. By September 13, 1920, the arbitrary was increased to 53½c. 1st class and 37c. 5th class. Since then the arbitrary has been gradually reduced until this date, when it is 36c. 1st class and 18c. 5th class, on goods destined west of Montreal.

The contention of the Maritime Provinces is that the basing arbitraries should have remained fixed. We had no objection to the increase in freight rates because operating expenses to the railroad had advanced, but the increase of the arbitraries was most unfair, and the railway board should have insisted that the arbitraries remain constant. The present increase of the arbitraries and the doing away with the commodity rate and placing us in class rates has left us in a condition that very many of our industries are out of business to-day. Some have moved to Upper Canada, others have fallen by the wayside, and the few remaining industries we have are only living on hope, and unless relief comes soon in the shape of reduced freight rates or competitive arbitraries we will be a deserted province.

Previous to 1916 the commodity rate to Montreal from Halifax was 18c. per 100 lbs. Today the 5th class freight rate is 52½c. per 100 lbs., an increase of 34½c. The present rate of 52½c. per 100 lbs. to place our goods in Montreal is prohibitive, and shuts us off from doing business with Montreal, a city with a population practically as large as that of the Maritime Provinces, and does us out of a market of a million people. Halifax, on account of its geographical position, must go west, whereas, Montreal can go east and west.

We in Nova Scotia look at the Intercolonial Railway as a great highway, the same as the upper provinces look upon their 700 miles of transportation by canals. The Canadian people as a whole pay the cost of the canals, but the people of the Maritime Provinces are asked to pay the cost of the Intercolonial.

The management of the C. N. R., which is under the government of Canada, has allowed the system to be divided into what they call regions. These regions are kept under a separate accounting system, and the operation cost of each separate region becomes public property and shows up the cost of the Atlantic region from Halifax to Riviere du Loup as not being profitable, and this argument is used against us when we ask for better freight rates. But the profitable section from Riviere du Loup to St. Lambert is credited to the central region, whereas, it should be credited to the Atlantic region.

"Very Heavy Discrimination"

I would like to quote from an argument set forth by the Hon. R. E. Finn, before the railway commission in which I feel he puts our case very clearly, namely, "That the rates I have filed show a discrimination against the Maritime Provinces ranging from 8⅓ to 40½c. per 100 lbs., which is a very heavy discrimination and is only another evidence of the handicaps under which we are laboring in reference to the industries that we still retain within our borders."

The whole tendency of railways and transportation development has been against the best interests of the Maritime Provinces. American ports have been built up at the expense of Canadian ports. Halifax, with one of the best harbors in the world, remains undeveloped, while Portland, Me., is kept busy with Canadian trade.

We are putting forward our best efforts to get Western shippers to route their exports through the Maritime ports, and the Canadian Manufacturers' Association have put out an appeal asking shippers to export through Canadian ports. This policy will be continued, but the greatest assistance can be rendered through the heads of our great transportation lines shipping through Canadian ports both summer and winter. The managament of these lines if they wish can bring about the full use of our facilities at the Atlantic ports in the winter as they do with the river ports during the summer time.

We feel that the management of the C. N. R. should be held strictly responsible for the economical operation of the Canadian lines, but where economy is aimed at through temporary profits accruing to the railway by routing freight through other than Canadian ports, at the expense of Canadian ports, that freight should be so routed that we get the advantage of this business and so build up our own ports, the profit from which accruing to Canada will shortly offset any quick profits that might appear to accrue from foreign routing.

To sum up, what we want in Nova Scotia is the restoration of the basing arbitraries that existed previous to 1916. The commodity rates restored, that the management of the C. N. R. route all freight over which they have control, both import and export, through Canadian Atlantic ports.

If the above is done, Nova Scotia will quickly become prosperous and be justly proud to acknowledge that Confederation has worked out as it was pictured by the Hon. G. E. Cartier and other leading Canadian statesmen who pictured us as the arms of Confederation gathering in the benefits that would accrue through opening up the markets of Central Canada to our industries. With old industries restored, with new industries established, we will get an increased urban population which will create a market for our idle farms, which now surround us, our land will again be tilled, our whole population increased, and we will benefit with the rest of Canada in the prosperous times which we feel are facing Canada in the early years to come.

Courage is Now Needed

The Calgary Herald.

Canada needs to display in this time of peace the same resourcefulness and courage that she displayed in war. Canada will win prosperity only by fighting for it. Canadian communities will not thrive as long as we send our Canadian traffic and our well-educated young Canadians to the United States. A national policy that will keep all these in Canada is what is wanted for the upbuilding of this Dominion.

The Maritime Provinces are hemmed in by the sea, by the United States border and by high freight rates to the West. The open ports of St. John and Halifax have had to stand by and see the port of Portland, Maine, built up by Canadian railroads. The British preference is employed to bring goods to Canada by way of American ports. Dominion immigration authorities have neglected the provinces by the Atlantic in placing new settlers. With decreasing population these provinces have suffered a steadily decreasing representation in the Dominion Parliament. What wonder that their patience is exhausted and that they cry out for national consideration of their situation?

They do not propose secession. The Maritimes are thoroughly Canadian and thoroughly British. All that they ask is that the provinces sit in consultation and in a spirit of sympathy and compromise try to evolve a national programme of action that will give them more hope for the future.

Is not that what Canada in general needs—more appreciation of the different large sections of the Dominion, the Maritimes, Central Canada, the prairie West and British Columbia?

Progress will not be made nor prosperity won if British Columbia selfishly demands only what is good for that province, regardless of the needs of the prairie provinces; nor if the farmers of the grain-growing area insist upon their "rights" without thought to what is required by the manufacturing central provinces, and vice versa; nor by all the rest of Canada ignoring the needs of the provinces by the Atlantic.

Consultation, compromise, probably some self-sacrifice, are called for, to inspire a feeling of unity, contentment and co-operation in all parts of the Dominion.

Difficulties that are the result of geographical conditions and of varied forms of production cannot be wiped out in a year; some of them will never be cleared away; but the Canadian people, who have survived dangers and infinite troubles in the past surely can do much now, if they go about it with the welfare of Canada in view, to overcome some of the hindrances to more all-round Canadian prosperity that beset us to-day.

Locate in HALIFAX The Gateway of Canada

HALIFAX is a good city to live in. It is a good city to work in. It is a city of promising advantages. Halifax has shipping lines to carry your goods to every port in the world. It has fine residential advantages to attract the best labour. It has ample electric power at reasonable rates. It is adjacent to a wealth of raw materials.

Especially for the industry anxious to build up trade with the Empire and in other foreign countries, no city offers better opportunities than Halifax.

We are in a position to supply information regarding industrial facilities in Halifax.

Nova Scotia Tramways & Power Company, Ltd.
HALIFAX

Ninety-Three Years With The Bank of Nova Scotia

IN THE year 1832, when the sovereign, the doubloon, the Peruvian, Mexican and Old Spanish dollar, along with silver coin of the United Kingdom were legal tender, there was incorporated what was known as: "The President, Directors and Company of the Bank of Nova Scotia."

In that year the bank opened for business in the two western rooms of Dalhousie College at a rental of 50 pounds a year. From the time when an inconsiderate Lieutenant-Governor compelled a change of quarters by granting the college as a cholera hospital, the history of the bank has been a successive record of change and progress.

What is now known as the Bank of Nova Scotia, the more sounding title having given place to one of utility, was inaugurated to serve the immediate needs of a comparatively small community. The financial business of Halifax was being done by the Halifax Banking Company, a private concern that opened in 1825. Having the business to itself, this concern held a general monopoly of the business and there was a general demand for wider banking facilities.

Halifax, as it was in 1832

The Bank of Nova Scotia was a direct result of this definite need. As a factor in the development of the Maritime Provinces, the importance of this bank can hardly be over-estimated. It carried on during some very trying years in the history of the section, and was a generously stabilizing influence. Much of the business and commercial development of the Maritimes goes hand in hand with the development of this great financial institution. And back of many of these ventures was the public spiritedness, the courage and initiative of the early founders of this bank.

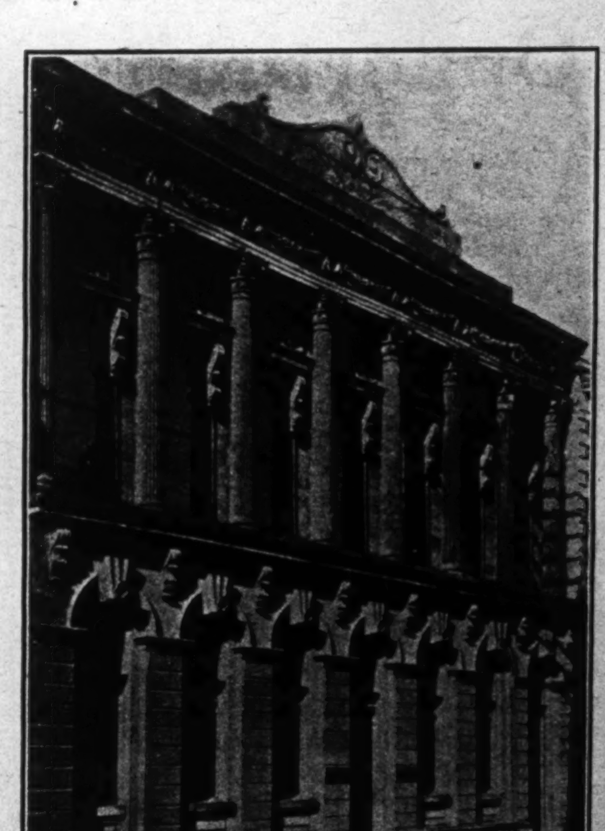
In its ninety-odd years of history it has grown from a modest undertaking, with one office and a paid-up capital of 50,000 pounds to an organization with 297 branches and 22 sub-branches, and a paid-up capital of $10,000,000, and a reserve of $19,500,000.

So, out of the small beginnings, has grown one of the strongest and most substantially secured financial organizations of the country.

Struggle Against Odds

It is interesting, in the light of these facts, to look back at those days of ninety odd years ago, when the originators of this project were struggling to secure incorporation. It was a real struggle. A certain element in the legislature could see nothing but disaster for such a venture. One of its chief opponents solemnly prophesied that the bank would be out of business within three months of its incorporation.

But while the new project had strong opponents, it had equally strong friends, who would not permit any lugubrious prophecies to dismay them, but diligently championed the cause of the new enterprise. So pronounced were the fears of those who foresaw disaster facing any such enterprise that the champions of the bill of incorporation agreed to a clause whereby each shareholder, in the event of disaster to the bank, was held liable, from his own private funds, for an amount equal to his holdings of stock. With this concession the company was finally incorporated, and the first double liability clause introduced into Canadian banking history.



Banking House, Halifax

The subscription lists had been opened in February 1, 1832, and within that month the initial 50,000 pounds had been over-subscribed.

It was on May 10, 1832, at the Exchange Coffee House, Halifax, with the first president of the bank, William Lawson, in the chair, that the bank was finally organized, and on August 10 of the same year the bank was actually opened for business.

From the first, the bank prospered. In 1837 branches were opened in Windsor, Nova Scotia, and St. John, New Brunswick, and in the fall of the same year a new granite building was commenced on Hollis Street, Halifax, whose walls still remain in the rear walls of the present building.

In 1839 the balance of the 100,000 pounds stock was called up. It was a year of expansion in the bank, four new branches having been opened. The bank at that time was paying dividends of from 9 to 10 per cent.; generally speaking, they were generous years, though the opening of the Bank of British North America, in Halifax, two years before, had cut into the profits to some extent.

In 1860 the decimal system of accounting came into force. At that time almost any type of species was recognized as legal tender and hoarded as much as possible. So precious were these reserves that at the time of the Fenian panic of 1866, kegs were obtained and loaded with gold from the bank vaults, and stored in the citadel at Halifax for safe keeping.

Through Depression

With the year 1874 expansion of the bank began in real earnest, and branches multiplied rapidly. Three years later, however, the province faced an era of serious depression. The gradual decline of wooden ship building, then one of the major industries of all the Maritime Provinces, was a serious blow to their prosperity. It was a time of disaster, failures were numerous, over the stretch of years from 1877 to 1886. While the banking industry in this section of the country had expanded enormously, and various banks had been incorporated and opened for business there was little to support them. Only three banks in any of the Maritime Provinces were able to pay dividends during this period. One of these was the Bank of Nova Scotia.

Continuous Development

From this time on the history of the Bank of Nova Scotia has been one of pronounced and surprising development. From its position in the Maritimes it has reached out to exert a very definite influence on the financial activities of the other provinces. With its growing activities it has grown in wealth and has reached a financial position that may well be a matter of pride.

The development of the Bank's interests in the British West Indies have been an important and growing factor in its affairs. They have been instrumental, in no small degree, in fostering better relations between Canada and these important British possessions, and they have had, as well, an important bearing on Maritime development, as all this business has been a factor in increasing the volume of business handled through Maritime ports. In this way the Bank has had a large part in the building of these great ocean terminals.

The Bank of Nova Scotia is an outcome of the energy and initiative of the Maritime Provinces, but it has reached out into an even wider field than this; until now it has become a vital factor in the financial development of the Dominion, as well as an agent for improving the commercial relations existing between Canada and adjacent British possessions.

Among the Banks which have been absorbed by the Bank of Nova Scotia were: in 1883, The Union Bank of Prince Edward Island; 1913, Bank of New Brunswick; 1914, The Metropolitan Bank; 1919, The Bank of Ottawa.

Hunters and Anglers Bring New Brunswick Big Annual Revenues

ONE of the growing sources of income to New Brunswick is the tourist traffic; particularly in the influx of big game hunters and fishermen who come from all over the United States and Canada to enjoy the sport that the province's abundant wild life makes possible. New Brunswick was one of the first portions of Canada to be settled; yet to-day, it is a veritable preserve of game and fish. It must be admitted, though, that its possibilities for sportsmen are more appreciated in the United States than in Canada.

New Brunswick has always been famous for its big game. From the early days of the French occupation a great attraction of the country has been the abundance of wild animals. The secret of this is found in the preservation of the forests and in the enactment and strict enforcement of game laws designed to maintain the province's attractions in this respect. New Brunswick people realize that their big game is a definite business asset to the province; that so long as they have big game to act as a magnet in drawing tourists and sportsmen that they are assured of important revenues from this source for their merchants and manufacturers. It is then but the part of good business to hold the supremacy that has been granted by a kind Nature. No province to-day is more justly famous for the amount of big game in its forests than is New Brunswick, and this reputation the people of New Brunswick are anxious to hold.

Province Operates Game Refuge

The revenue from game and fishing licenses is utilized for the protection of forests and game. A game refuge of 400 square miles is operated in Northumberland county. Here all forms of game are free from molestation. This refuge ensures the preservation from extinction of all varieties and keeps the surrounding forests where hunting is permitted always well stocked.

Startled!

The accommodation for hunting and fishing is provided by licensed guides, each guide having his own territory and hunting lodges, where the best of equipment is provided for the sportsmen. No guide trespasses on the territory of his neighbor, and thus the danger of hunting accidents is prevented. This "unwritten law" concerning the territorial rights of each guide is only a mere verbal agreement, but, nevertheless, an agreement that is strictly observed. The guides are competent men, well versed in woodcraft and very agreeable companions.

All sections of the province are easily reached, 1,900 miles of railway tap every county, and the province is only a night's journey from Boston or Montreal, a day from New York and less than three days from Chicago, while it is only a week from Great Britain. Good automobile highways connect all districts with the railways and trunk highways. The hunting lodges in the forest are reached on foot, by team, saddle horse or canoe. Woods telephone lines extend to many of the camps in the interior of the forest, so that non-resident sportsmen may keep in touch with the outside world.

The moose is generally conceded to be the finest game animal in America and nowhere—Alaska alone excepted—can better specimens be found than in New Brunswick. These animals have increased to a considerable degree in recent years, and to-day there are thousands of them roaming in the woods where twenty-five years ago they were numbered by hundreds. About one thousand moose are killed annually in New Brunswick.

Plenty of Fur-Bearing Animals

The deer is also plentiful; too plentiful, the farmers in some parts of the province will tell you.

A considerable variety of fur-bearing animals are also to be found in the New Brunswick forests, among which may be mentioned the bear, raccoon, wolverine, marten, mink, otter, beaver, lynx, wild-cat, muskrat, squirrel, and woodchuck. Hares also are found in great numbers all over the province. This animal turns white in winter. Bears are found chiefly in the less frequented parts of the forest, and they are somewhat shy, rarely showing fight unless it be a she-bear in defence of her offspring.

New Brunswick has also and deservedly a great reputation for feathered game. Wild geese are fairly abundant, and there are six species of wild ducks, besides brant. The great haunts of wild geese and of brant are on the north shore, but wild ducks are to be found on rivers all over the province. There are two species of partridge, although the proper designation of this bird is grouse. Under protection the ruffed grouse have become numerous again. Curlew, plover, snipe and woodcock are also to be found and afford admirable sport. The great northern diver or loon is to be found in all the larger rivers. In addition to these, there are two species of eagles five species of hawks, and four or five varieties of owls. These are but a few of the birds of New Brunswick, of which there are about two hundred species in all. A splendid collection of them can be seen in the museum of the university at Fredericton.

The care and management of all migratory birds, including geese, brant, teal, black duck, shore birds, snipe, and woodcock, has passed into the hands of the Federal government. The shooting of sea-gulls, pheasants and small birds frequenting fields and woods (except blackbirds, crows, and English sparrows) is prohibited at any season.

Besides being a land of big game and wild fowl, New Brunswick has much to offer the sportsman who enjoys using the rod as well as the rifle and shotgun. Many varieties of fish abound in the inland waters of the province, the chief being salmon, trout, bass, chub, perch, pickerel, eels, landlocked salmon and whitefish.

Some of the larger rivers, such as the Restigouche, Miramichi, Tobique, Upsalquitch, and Nipisiguit, are famed for their salmon fishing, and, in fact, have few superiors in the world so far as this royal sport is concerned.

While salmon fishing has many staunch devotees, it is generally conceded that trout angling is a sport more generally enjoyed. New Brunswick is noted for its excellent trout, having such a large number of lakes and streams far from settlements and beyond the reach of the small boy.

There is keen argument among Maritimes as to the respective size of Nova Scotia and New Brunswick moose. Perhaps it is enough to say that both provinces offer attractions to big game hunters.

Tourist Traffic Brought $7,000,000 New Capital to Nova Scotia Last Year

Province is Exploiting Possibilities by Advertising Its Charming Scenery, Historic Sites and Excellent Fishing Opportunities — Traffic is Growing

NOVA SCOTIA has always attracted tourists in large numbers, and, indeed, has scenic beauties and historic interest to attract a growing number from year to year. It is likely that the revenue of the peoples of Nova Scotia from this traffic will definitely move upwards. Various writers of international fame have of late years visited the province and written volumes that are certain to induce many people to seek in Nova Scotia rest and recreation.

There is good fish and game in the province, and of late years salt water fishing has grown in interest. An immense body of sea anglers make periodical visits to Nova Scotia, and their number will greatly increase in years to come. Tuna fishing is perhaps the most strenuous sport obtained off the coast, for this is the strongest fish that one can fight with rod and reel. Only the angler who is powerfully built and physically fit can tackle these monsters. With the improved tackle it is possible to kill a four-hundred pound tuna inside of two hours, providing the weather conditions are perfect. The tuna is a large mackerel-like fish, locally called "Albacore" by the fishermen along the coast. They come to our waters with the large shoals of herring on which they feed, and are very erratic in their migration. Some may be seen in July, disappearing for weeks, and again returning in enormous quantities and remaining two or three weeks.

Other Attractions In Province

Thousands of people who do not seek hunting and fishing, but merely outdoor recreation come to Nova Scotia each year by boat and rail for walking, motoring, rail or caravan tours of the provinces, lakes, and valleys.

The "Green Acadian mountains with sylvan rivers among them" have, thanks to the New England poet, been so widely advertised as the "Land of Evangeline" that the story of the little French maid has drawn and still draws a main stream of tourist travel to the Annapolis valley. But now in addition to the line of railway so many new roads have been opened, so many old ones improved that the "gypsy car" style of travel along highways and byways in all parts of the province is in favor.

Taking Halifax, Yarmouth and Digby as starting points in the southwestern part of the peninsula, pleasant summer resorts are dotted along the railroads and motor roads that encircle it, and within easy access of others that cross from the Atlantic to the Bay of Fundy are lakes strung together by streams that offer all that canoeist or angler can ask. On the Atlantic coast lie the well known resorts of Hubbard and St. Margaret's Bay, Chester with its Hackmatack Inn, Mahone Bay, Lunenburg, Bridgewater, Liverpool and Shelburne, and the picturesque coast between Pubnico and Yarmouth. On the Bay of Fundy side is Weymouth, facing which is Digby neck broken by the Petite Passage; on the Annapolis basin are Digby, Deep Brook and Annapolis Royal, the first permanent settlement of Europeans in Canada; on the Basin of Minas, Wolfville and Grand Pré: names well known to visitors as refuges from the heat of big eastern cities in the United States.

The less known scenic coast east of Halifax is opened up by a coast road which crosses Sheet Harbor and turns north over the St. Mary River on its way to Antigonish and Port Mulgrave Ferry.

The island of Cape Breton has remarkable points of beauty and interest (described in another article).

The "Historic Sites and Monuments Board" of Canada, aided by the local historical societies, is saving for the province and the nation many of the vivid scenes that carry back the present to the past—the old French Forts Piziquid, Gaspereau and Beausejour, Port Royal, Louisburg, from 1720 to 1758 the Gibraltar of the north, whose stones cry out the names of Louis XXIV and Vauban, Pepperell and Wolfe.

A Revenue of $7,000,000

During 1924, it was estimated by A. J. Campbell, secretary and publicity director of the Nova Scotia Publicity Bureau, over $7,000,000 was left in the province by tourists. He stated:

The largest tourist influx recorded in the history of Nova Scotia," sums up the record for the year. That record seems the more remarkable when one recalls that a strong counter-attraction existed in the British Empire Exposition in London, while serious drawbacks were encountered in the cool weather prevailing over most of the continent during the early summer and the vexatious regulations imposed governing re-entry to the United States.

Despite other attractions and all drawbacks, however, 102,456 summer visitors entered the province, and the fact must now be conceded on all

(Continued on page 37)

WHITE LILY BRAND

TRADE MARK
Registered

WHITE LILY BISCUITS AND CAKE

are favorites in The Maritimes and their popularity is extending to Quebec, Ontario and even to the New England States.

WHITE LILY CREAM SODAS

are crisp and flaky with a nutty flavor that pleases the people. Ask your grocer for White Lily goods — they satisfy.

J. A. MARVEN, LIMITED

Moncton St. John Halifax Montreal

Your Maritime Opportunity

A MAP of the Maritime Provinces will show you that this section of Canada has some thousands of miles of coast line with a bay, a harbor or a river about every few miles along the way.

Now these indentations in the sea wall signify something. They signify places where there are general stores — also they signify opportunities of business for you; a very large part of the business of the Maritime Provinces is done by these general stores. Would you like the help of such stores in widening your distribution? You can get it. Make an appeal to them through the advertising pages of the

"Maritime Merchant"

which is published at Halifax, and their co-operation is assured. This publication enjoys a popularity among the general stores of the Maritime Provinces such as has seldom been accorded to a trade publication in any field.

The Toronto office of the "MARITIME MERCHANT" is at 18 Toronto Street, J. McGoey, representative. J. J. Gallagher, 161 Beaver Hall Hill, is the representative at Montreal.

Eastern Caps

Made in Nova Scotia

Sold in 5,000 Stores
From Coast to Coast

Eastern Hat & Cap Manufacturing Company, Limited
Truro, N.S.

Cape Breton People Make Nature Pay Dividends

By H. B. Jefferson

NO OTHER remote part of Canada has been so persistently in the public eye during the past five years as the island of Cape Breton. Circumstances have conspired to keep her industrial disputes on the front pages all the way across Canada, and far down into the United States. But so far from being daunted by this unfavorable publicity, the enterprising associated boards of trade of the island have actually seized upon the present for a vigorous advertising campaign to tell the world of the great variety of natural charms that make Cape Breton the ideal summer playground and vacation land of Eastern Canada.

To understand this variety, look at your map and you will see that the island is in the general shape of a boxing glove with the hollowed centre occupied by the huge salt water Bras d'Or Lakes. Scattered about them are hundreds of smaller fresh water lakes, the whole comprising a tremendous mileage of coastline studded with myriads of islands and countless bays, harbors, coves and inlets.

Scotland Set Down In Canada

High mountains, deep glens, rushing rivers, towering cliffs, against which the Atlantic surf thunders, lend further variety to a landscape which is said to bear a very strong resemblance to the most beautiful portions of Scotland—but without the miserable rainy climate which makes Scotland a drab memory to the average Canadian.

The people are as varied as the scenery. Sydney is a modern city, though grimy as all steel cities are. Yet two hours in an automobile will carry the traveler to fishing villages which are veritable slices of Newfoundland life translated to Canadian shores; to inland hamlets, more Scottish than Scotland, where kilted pipers strut on holidays, and where the older inhabitants still carry on the business of life in Gaelic, and retail folk songs and legends forgotten even in the Old Country glens where they originated. Slightly longer trips will take the visitor to Indian villages that were old when Cartier landed at Quebec, and where the yearly salute is still fired from brass cannon stolen from Louis XIV's soldiers. In the southern coast are the French farms and homesteads where life still flows as placidly as it did 250 years ago—the Evangeline of today, but little more sophisticated than her namesake in spite of bobbed hair, short skirts, and flivvers.

Calling Moose

Plenty of Romantic Forts

In the realm of romantic interest, Louisburg fortress has long been allowed to overshadow the other historic sites with which the island abounds. There is scarcely a bay or cove on certain parts of the coast which has not its picturesque wrecks and legends of battle between British, French and American warships, and privateersmen. Some of the older estates go back more than 200 years and many of them have thrilling traditions, such as the "Prior's Curse" which dooms to perpetual misfortune the successive owners of Moxham Castle, near Sydney. The names of Wolfe, Pepperell and other heroes of England and New England are intimately associated with certain localities.

In recent years the Nova Scotia government has carried out an extensive program of highway construction, so that to-day there are excellent motor roads to all parts of the island. To the motorist who tired of flat, insipid country, the Cape Breton trails are like discoveries in a new world. For the cautious, there are always provided level, safe roadways around, but for the keen driver who is not afraid of himself or his machine there are marvelous mountain passes and coastal routes where the trail is by no means narrow, yet is only a yard or two removed from a sheer drop of 2,000 feet into the sea. From these mountain passes superb views of hills, valleys and lakes and rivers, dazzling blue in the summer sunshine, more than repay the trouble of the climb.

Plan "Broadcasting" to Tourists

Among other arrangements for an increased advertising campaign for tourists, the N. S. Publicity Bureau has arranged for Nova Scotia tourist broadcasts from radio stations at Pittsburgh, New York and Moncton, N. B. Further publicity has been arranged through motor clubs in Ohio, Illinois, Indiana, Wisconsin, Ontario, Mississippi, Missouri, and Quebec. The tourist trade brought $7,000,000 to Nova Scotia in the summer of 1924 and the ambition of the province is to double this amount in 1925.

Recreation For Everyone

What is your favorite summer recreation?

Do you like to sail? A small sailboat or yacht can be hired for a reasonable sum. Motorboats are legion.

Swimming? Scores of safe beaches for beginners, and deep water everywhere for experts. Surf bathing at Mira on pure white sand as level as a floor.

Tennis? Courts in profusion everywhere. Dancing? It's the leading indoor and outdoor sport down here. Golf? Fine courses at Sydney Glace Bay, New Waterford and Baddeck.

Prefer a canoe or rowboat? You can get anything from an hour's paddle on a placid lake, to a real voyageur trip of hundreds of miles along the chains of lakes and streams without difficult portages.

Is hunting your forte? Come late in the autumn and have a go at the partridge, or early in the spring and chase the seals over the ice hummocks along the coast.

Are you strong for the Crusoe stuff? Well, you can have an island all to yourself anywhere from the size of a city lot to one a mile long. There are hundreds of them, beautifully wooded, like ships riding at anchor in the placid bays.

A Wee Deoch an Doris? The island is nominally under a dry law, and the most fastidious prohibitionist will find nothing publicly to offend him. But—.

Antiquity or Excitement?

Romance and antiquity? Then dig for relics in the ruins of the old French settlements. Only last year, plate and remains of great historic value were discovered by chance near Louisburg.

Excitement? Go to North Sydney or Louisburg and embark on a sword fisherman. They still use real harpoons and the quarry often turns and sticks two or three feet of sword through the bottom of the boat. Or visit the high cliffs and watch the revenue cutters chasing fleet rum-rummers.

Do folksongs and old tales intrigue you? Remember that many of these glens were peopled direct by actual followers of Bonnie Prince Charlie fleeing from the wrath of Cumberland in the bloody '45. Interesting relics of that sad time are still treasured in many an humble home.

Would you fish? There are no leases of any kind. All streams open without charge. In the rivers and lakes bass, trout, sea trout and salmon swarm. In the harbors you can get almost any kind of fish known to man from the lazy dolphin down to the humble squid. Off the coast lurks the glorious tuna.

First things? Cape Breton is a land of first things. Here Leif Ericson made his first landfall; there the first Atlantic cable was landed, and is still working; from Glace Bay, Marconi flashed the first trans-Atlantic wireless message. And Alexander Graham Bell, the inventor of the telephone, lies buried on top of Cape Breton's loftiest mountain—Beinn Bhreagh.

Tourist Business Is Booming

Rail and steam boat services are good, but for a man with a car all these places are within easy striking distance of Sydney, where all kinds of modern supplies and equipment are available.

The tourist business of the island is now beginning to experience a boom. For many years, Americans by hundreds have been spending the summers at Baddeck and other resorts along the lakes. Yet their numbers increased but slowly, and it became evident the island was not getting the patronage it merited.

The associated boards of trade went into the matter, took a census, and were horrified at the small number of cars crossing the Strait of Canso. Nova Scotia was getting about $7,000,000 a year in tourist traffic, but of this, Cape Breton was only attracting about $750,000 (or half what its per capita ratio entitles it to) despite its superior scenic attractions.

Vigorous measures followed. The government replaced old car ferries with new and modern boats and an advertising campaign was inaugurated with gratifying results last year. This year the campaign will be extended. At the same time, steps have been taken to "jazz up" the country inns and taverns to the standard that city motorists expect, and great improvements have been effected. The larger towns now all have good hotel accommodations.

Makes Nature Pay Dividend

On the principle which makes a resident of a cold climate want to spend his winters in the south, the associated boards plan their advertising to draw those who are tired of continual heat, prairie flatness, and the monotony of inland scenes to the novelty of its mountains, lakes and thundering beaches.

And all at a reasonable cost—most of it at no cost at all, except transportation and lodging.

As their officials say: "There is none of the pretentiousness of the commercialized tourist resort in Cape Breton. It is just a land of lovely spots and pleasant hospitality."

Twenty-five years ago when the visitor praised the beauties of Cape Breton, the native shrugged his shoulders, remarked "I can't live on scenery," and betook himself to that Mecca of Nova Scotians—Boston. But the automobile has changed all that. The native of to-day is not only prepared to live on the scenery, but off it. In a word, he is making nature pay him a dividend—and at the same time doing the world a favor by introducing it to the summer delights of this island.

Salt Deposits of N.B. Promise Future Wealth

Development of extensive salt deposits at Gautreau, 10 miles below Moncton on the Petitcodiac River, is announced.

The North Atlantic Salt and Chemical Company has been organized to proceed with the development, and an expenditure of $150,000 is planned.

The firm of J. T. Donald, Montreal chemists, have given the company an analysis of the salt at Gautreau, and it is said to be of such purity as to enable the plant to produce the finest quality of salt. The deposit has a thickness of 455 feet and Mr. Lodge says that a large dome is known to exist.

The deposits are on Crown Lands and it is declared the proposed development would mean considerable for New Brunswick.

Tourist Traffic Brought $7,000,000 of New Capital

(Continued from page 36)

sides that the tourist traffic into Nova Scotia has entered the ranks of big business—has, indeed, assumed the importance of one of our major industries.

After consultation with hotel men, garage owners, merchants and other competent observers, it is conservatively estimated that these visitors remained on an average about two weeks and expended on an average about $75 each. This means that, during the tourist season, the sum of $7,684,200 was distributed in new dollars throughout the province.

Goods purchased by the visitors included woollen goods of all kinds—clothing, suits, hosiery, sweaters, dresses, rugs, blankets, etc., hooked mats, furs, jewellery, salt fish, boots, moose heads, confections, gloves, silks, linens, laces, souvenir dishes, banners, antiques, and other goods.

We have figures showing that at least one of our visitors, a noted author and playwright expended more than $100,000 in the province. Another brought in the sum of $25,000 to be expended here. These cases are mentioned merely to show the possibilities of the tourist industry and the need for caution before arriving at a hasty conclusion as to its value from contact with one or two impecunious or parsimonious individuals.

Publicity Work Was Done

During the past season strenuous endeavors were made by the Nova Scotia Publicity Bureau to enlarge the tourist traffic to our shores. Illustrated advertisements were inserted in nine of the largest American, and six of the outstanding Canadian, newspapers with a combined circulation of more than 3,000,000 readers daily. Space was also purchased in road-guides and on road maps. More than 500,000 copies of handbooks, booklets, folders, brochures and maps descriptive of the province were broadcast, 250 photographs, with legends attached, were distributed to illustrated periodicals, and 59 articles prepared and illustrated for the advertising mediums and other papers.

What of the future of the tourist industry of this province? Not the shadow of a doubt as to its tremendous future need be entertained if Nova Scotians press on in the work now in progress. Those who have observed tired and listless workers from abroad coming to Nova Scotia this year and returning to their homes bronzed and happy, flushed with the full tide of health and strength, realized something of the place that this province is destined to assume in the minds and hearts of America's millions. Those who have listened to the glad ring in voices that exclaimed over the hospitality of our people, the delights of our seaboard highways, and the striking charm of our scenery, recognize the hold of Nova Scotia on visitors. The residents of Ingonish, of the Margarees, of Canso, of Five Islands, of Petite Riviere, and of Clementsport, would almost "blush at the praise" bestowed by our guests upon the loveliness of these shrines of beauty.

One of the World's Greatest Coal Reserves is in Nova Scotia.

Nova Scotia Fishermen are Prosperous and Able.

Nova Scotia

Rich in her Contribution to Canadian Nationhood

SOURCE of millions of Canadian wealth yearly; cradle of gigantic Canadian financial institutions; birth-place of successful Canadian business, educational and political leaders. Nova Scotia has played and is playing an important part in the building up of Canada. To-day Nova Scotia offers opportunity a plenty for men and money. In agriculture, in minerals, in forests, in fisheries, in manufactures and in scenery it presents a field of great attractions.

Nova Scotia's Steel Plants are Her Chief Industrial Development.

The Forests of Nova Scotia Provide Millions of Revenue Yearly.

Nova Scotia Apples Have a Reputation That is World Wide.

World Leader in Fishing Industry

THE fishermen of Nova Scotia added $8,777,251 to provincial wealth in 1924. Three thousand miles of coast line and innumerable harbors, together with a location close to the "Grand Banks" give Nova Scotia world leadership in fisheries.

Farms That Produce Millions Yearly

SIGNIFICANT among Nova Scotia's farm products are her apples, which are produced in the far famed Cornwallis-Annapolis Valley in ever increasing volume and marketed throughout the world. Dairy produce and all products of mixed farming contribute to agricultural revenues.

Opportunities for Industry Abound

IN MANY lines of industry Nova Scotia offers unique openings. The province is strategically located for export trade to the West Indies, the Mother Country, Europe and other countries. There is a large amount of developed and undeveloped water power. There are raw materials such as hardwood, minerals, coal, farm products, available to form basis of industrial expansion. The home market is important.

Forest Areas Broad in Expanse

ALMOST half of Nova Scotia's area is timber land, comprising accessible and merchantable woods of considerable variety. Red spruce is abundant and the important hardwood forests, largely beech, give promise of excellent development of hardwood industries.

Coal and Other Mineral Resources

FROM her coal mines Nova Scotia obtains a yearly production of over 6,000,000 tons of coal which maintains large purchasing power for the people and forms the backbone of provincial revenues. Gold mining offers excellent opportunities and there are also manganese, molybdenum, tungsten and other ores as well as quarry products.

Scenery Magnetic in Its Appeal

EACH year new thousands of tourists come to Nova Scotia to visit the beautiful Evangeline country, the sun swept Bras d'Or lakes, the charming shore villages, the rugged coast areas and to hunt in Nova Scotia's woods for big game and to angle in her rivers for fighting fish.

Estimated Production 1924

Fisheries	$8,777,251
Forests	10,000,000
Agriculture	42,973,000
Minerals	28,500,000
Manufactures	25,000,000
Tourist Traffic	7,000,000
Total	$122,250,251

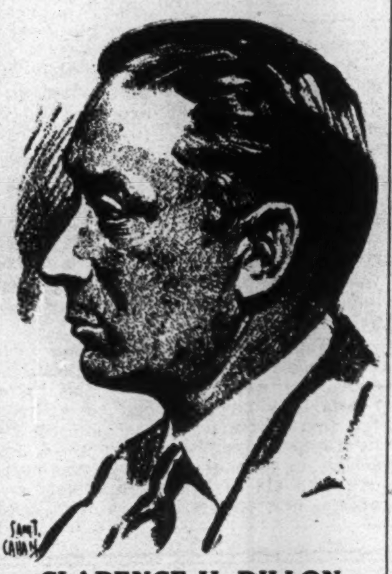
For further information write to

W. B. McCOY, *Secretary of Industries and Immigration,* **HALIFAX, N.S.**

Clarence H. Dillon Has Sold Millions of Canadian Securities

Central Figure in Big Dodge Brothers Purchase Is Also Working on Merger of the Asbestos Producing Companies of Quebec Province

Wall Street's Newest Leader



CLARENCE H. DILLON

CLARENCE H. DILLON, newest giant in Wall Street, and central figure in the Dodge purchase, is a man of intense interest to Canadians for many reasons. His company, Dillon, Read and Company, and its predecessor have been bankers to the Canadian Northern Railways and the Canadian National Railways since 1905, and have raised half a billion dollars for these organizations. In this work the New York house has been closely associated with the well-known Canadian investment house of E. R. Wood and G. H. Morrow, the Dominion Securities Corporation, and the trait-d'union between the two houses consists in more than a private wire, for the Canadian house has loaned of its best brains and vigor to the New York house in the latter's work of distributing millions of dollars of Canadian securities in the United States.

Working on Asbestos Merger

Just now Dillon is much interested in Canada, for he is attempting to bring about a merger of the large asbestos companies operating in the rich serpentine belt of Quebec province. The merger has been long mooted, and others have failed in their very serious attempts to bring the companies together. Questions of personal jealousy have intervened to bring negotiations to a deadlock, as there has been indifference on the part of exceedingly wealthy American corporations who operate mines as feeders to their manufacturing plants. Dillon and his associates have gone further than anyone else has ever gone in bringing about a merger, and has lined up the American manufacturing companies, a job requiring not only tact and patience but financial power.

At the moment there seems to be nothing in the way of a successful conclusion of the merger, which is smaller and less spectacular than the Dodge purchase and re-financing, which has made Dillon world-famous over-night, but it means much to Canada.

In the asbestos deal, as in the Dodge deal, it looks as though Dillon is going to perform the somewhat paradoxical feat of eating his cake and having it, too, for the basis of re-organization of the industry is such as to provide the Dillon, Read firm with a small immediate profit on the refinancing, while they continue to hold a large measure of control of the larger enterprise.

An Art Student

Some interesting facts about this financier who started out as an art student, then went into manufacturing and, finally, attained a premier position as a financier while still in his forties, are told by Rowland Thomas in the New York World.

Even for the general public, the recent purchase by Dillon, Read and Co. of the great Dodge Motor Company properties, which J. P. Morgan and Co. were also trying to purchase, was spectacular enough to demand the front page of all the newspapers. The purchase price, amounting to $146,000,000 made it the largest single cash transaction in industrial history.

But down in Wall Street the record-making deal created an even greater thrill. Wall Street, rightly or wrongly, gave the episode a very dramatic interpretation.

For Wall Street, the competitive bidding which preceded the purchase was almost a David and Goliath duel. For more than two generations no rival had been rash enough to defy the expressed wishes of the great and historic house of Morgan. Then came this comparative financial stripling with an out-and-out challenge. And when the dust of combat cleared, there stood the challenger with the bacon.

Out of that, naturally, Wall Street got a tremendous kick. A syndicate composed of many banks and bankers had put in the successful bid. But Dillon, Read and Co. had formed and led that syndicate, and Clarence Dillon was recognized as the head and heart of Dillon, Read and Co.

"Clarence Dillon has put it over," the word spread through the financial district, and a new and compelling figure was hoisted into the saddle of leadership. To-day Wall Street, with hardly a dissenting opinion, looks upon him as its "coming man."

In reckoning up the assets of the Dodge Company, rumor has it, the goodwill of the concern was put at $50,000,000. There are plenty of men who would pay that sum, if they possessed it, for the personal prestige of Mr. Dillon has gained by the transaction, if they could also gain it.

"There isn't any need for any of this personal stuff," he demurred when he had consented to receive Mr. Thomas in the office which has more the look and atmosphere of a reading room in a very quiet club than a place of momentous business. There was no desk before him—only a table. The walls penned in no air of hurry and bustle. Beyond a single telephone, none of the ordinary paraphernalia of offices was in sight. A few prints of old New York and a globe map of the world standing in a window recess were all that relieved the bareness.

Went to Harvard

Dark and saturnine, with a pair of extraordinarily bright dark eyes half opened under hooded lids, he sat back, pulling at a pipe, in completest relaxation. Apparently there were no nerves in his body. His fingers were long, sensitive and tapering. His wrists were sinewy. He had no tricks at all of gesture and no bodily mannerisms.

The story of his life, as he at length consented to unfold it, was simple and uneventful.

He was born in 1882 in San Antonio, and lived all his earlier life in South Texas, the drawling speech of which still clings to his tongue. His father was merchant and local banker. He had two sisters and no brothers.

When he was fifteen or sixteen he was sent to school in Massachusetts, at Worcester Academy. He struck up a warm friendship with a Yankee boy, William A. Phillips, now one of his principal partners. They went on to Harvard together, where they were roommates till their graduation in the class of 1905.

Young Dillon then split tacks with his chum and went to Wisconsin, where he married Miss Anne Douglass of Milwaukee. The couple went abroad at once. They stayed there two years, while the husband studied painting and architecture.

"I did it for the pleasure," he explained. "I never expected to become a professional painter or to build houses."

Returning to Milwaukee, he turned to business by going to work in a very junior capacity for the Newport Mining Company and the Milwaukee Coke and Gas Company, concerns engaged in mining iron ore and coal and making pig iron.

"I kept at that for a few years," he said. "I've forgotten just how long."

His next step was to join his brother-in-law, George A. Douglass, in the manufacturing of machinery. They founded the Milwaukee Machine Tool Company.

"It grew into a very prosperous business," was his comment on that venture. "Then we sold out."

That was late in 1913. Soon afterward he turned into the path which was eventually to bring him to his present prominence in Wall Street. His school chum, William Phillips, had gone to work for the old and solid investment banking house of William A. Read and Co., itself the successor of the old house of Vermilyea and Co. Phillips was anxious to have his friend with him, and brought about an introduction to Mr. Read, the head of the firm.

"Out of that acquaintance there grew a quick and and lasting friendship," Mr. Dillon explained. "Mr. Read asked me to come here, but I didn't want to get so far from home. Finally, I agreed to go to the Chicago branch of the firm to see how I would like banking, an occupation with which I had never had the slightest contact except as a customer. I stayed there a few months, and in the spring of 1914 came on to New York."

Two years later, April 1, 1916, at the age of thirty-four, he was made a member of the firm. That very same day Mr. Read was stricken with illness and carried to his home, where he died six days later.

Before the new partner in the old firm thus so suddenly bereft of its head had full opportunity to prove his value to the organization the United States entered the war, and Bernard M. Baruch, casting about for executives for the War Industries Board, drafted his services as one of his assistants.

Has Gift of Leadership

At the end of 1919, after the armistice, Mr. Dillon came back to Wall Street, and in January, 1921, the name of the firm was changed to Dillon Read and Co.

"There is nothing unnatural in Mr. Dillon's rise to his present place," said a man who is himself a towering figure in financial circles. "He has the natural gift of leadership. He has great courage, great initiative, and the ability to impress his personality on others, both inside and outside his organization. He makes friends."

The man who saw the Dodge Motor Company as worth one-sixth of a billion dollars in cold cash and who turned the stupendous trick of raising that vast amount of purchase money, has the type of mentality which Thomas A. Edison once described as a "source mind," according to another famous financier and industrialist whose name is a household word half the world over.

"He takes nothing for granted," this man said. "The mere fact that things are so-and-so has no keep-off-the-grass effect on him. Instinctively he digs down to fundamentals. His mind is astonishingly quick and far-seeing, and he has the courage of his convictions. Furthermore, he is modest, generous and self-effacing, which accounts for the number and warmth of his friendships and the confidence he commands. To call him a banker, builder of the highest ideals and soundest ability is not to exaggerate. The Dodge purchase is only one of several business projects of very great significance which he has conceived and steered to solid success. And he is a young man still as financial leadership goes. Commanding figure though he has made himself it is probable that even now he is only standing on the threshold of his full development."

His Biggest Achievement

Since Mr. Dillon returned from his war service to his business his firm has been increasingly active in financial affairs of the largest importance. Its most notable achievement in 1919 was the organization of the Steel and Tube Company, capitalized at $100,000,000, and four years later merged with some six other concerns to form the Youngstown Sheet and Tube Company.

In 1920 Dillon, Read and Co. underwrote $65,000,000 of preferred stock of the Goodyear Rubber Company. Next year that concern found itself in difficulties which caused grave and widespread anxiety, since it has commitments of some $100,000,000 to numerous banks and textile and other industries, all of which would have found themselves seriously embarrassed in the event of its failure.

At the request of these creditors, Mr. Dillon undertook the reorganization of Goodyear. In that quiet office of his, in a single forenoon, some $100,000,000 of its securities were underwritten. Since that time they have doubled in value, and Goodyear last year made $17,500,000 of profits.

Jumped Into South America

In 1921 his firm marketed here a loan of $50,000,000 for Brazil, marking the entry of American bankers into the South American field, which

(Continued on page 39)

Halifax wharf scene in 1869

An
Ally of Business
Since 1869

OVER half a century ago, during an important period in the history of the Maritime Provinces, a banking institution was formed to fill a definite need in the commercial life of the community.

The Royal Bank of Canada of to-day is a tribute to the vision and capacity of those Maritime men of 1869 under whose guidance its foundation was laid.

As in the past, so in the future, the purpose of The Royal Bank of Canada is to be an ally of commerce, an aid to business and an advocate of thrift—so that money be conserved for the greater prosperity of the people of Canada.

The Royal Bank
of Canada

RESOURCES OVER 598 MILLION DOLLARS

Largest Packers of Smoked Fish in America

National Smoked Fish are never forked, never marred or bruised in any way. They are the pick of the North Atlantic catch, smoked as soon as landed by the finest methods known to the industry.

As a result the popularity of National Finnan Haddies and Smoked Fillets is such that they are sold freely from coast to coast in Canada and the United States.

An idea of the popularity of National products—fresh, frozen and smoked fish—may be gleaned from the fact that last year the express companies received over $400,000 for carrying them! Today it can be said without qualification that

"National Fish is the National Dish"

National Fish Co. Ltd.

Owners and Operators of the National Trawler Fleet and of Cold Storage Plants at Halifax and Port Hawkesbury.

DRY ICE

What it Means to The Maritime Provinces

WITH the availability of DRY ICE, the market for fresh fish will embrace all of Canada—for DRY ICE refrigeration preserves fish in their original fresh, firm condition sufficiently long for transport across the entire continent.

DRY ICE will increase the per capita consumption of fish in Canada's large inland markets. And, permitting the fish to arrive in perfect condition, it will ensure the fisherman a maximum price regardless of market distances.

It will be seen that this method of refrigeration will be a great and permanent boon to the Maritime fishing industry. We are happily proud that DRY ICE will thus contribute to the expansion of this valuable Maritime industry.

DRY ICE is solid carbon dioxide—the gas that gives the sparkle to soda water. It is 110 degrees F. below zero F.—140 degrees below the temperature of water-ice.

Fresh Fish Transportation Solved

"The test recently made in the transportation of fresh fish, unfrozen, from Halifax to Montreal, under DRY ICE refrigeration, from the government's standpoint was a complete success. The fish were delivered in perfect condition fourteen days after they were caught." Mr. Alex Johnson, Deputy Minister of Marine and Fisheries.

Clean, Sanitary, Economical

Send for an interesting booklet describing this miracle product.

Canadian Prest-Air Limited
806 Bank of Nova Scotia Bldg.
MONTREAL

Clarence H. Dillon Has Sold Millions of Canadian Securities

(Continued from page 38)

until then had been controlled almost exclusively by the London house of Rothschild.

In 1922 it marketed a loan of 150,000,000 guilders for the government of the Netherlands, the first loan to any such amount of American funds in terms of the currency of the borrowing country.

In 1923 it sold $40,000,000 of the stock of American and Foreign Power Company, an offshoot of the Electric Bond and Share Company, affiliated with the General Electric Company.

In 1924, in the midst of the agitation over Japanese immigration, it sold here $15,000,000 in bonds of the Great Electric Consolidated Electric Power Company, the first time a Japanese enterprise of this character had been financed in this country.

That same year, by buying back 26 per cent. of the shares of the $250,000,000 common stock of the Union Oil Company of California from the Royal Dutch interests, it restored that great enterprise to American control.

Bankers for Both C. N. R.'s

Dillon, Read and Co. have also been the bankers for the development of the Canadian National Railways—Mr. Read having started this connection in 1905—and, during the last five years has sold some $500,000,000 of the securities of these lines. The firm has been the American banker for Poland, Brazil and Finland; has marketed several loans for the French government, and recently has been very active in the refinancing of German industry, securing American loans for the great Siemens and Thyssen enterprises among others, and underwriting the $25,000,000 American Continental Corporation formed to foster European trade.

Zane Grey Hooked Record Tuna While Seeking Fish and Fiction

A new industry for Nova Scotia has been discovered in tuna fishing. This fish, which until only a few years ago, was known but casually to fishermen as albacore, or horse mackerel, has come to be known as one of the greatest sporting attractions of modern times. This big fish, ranging in weight from 300 lbs. and upwards, has perhaps furnished more thrills to anglers than did the wilds of Africa for the late Theodore Roosevelt. Men of note from all over the continent have visited Nova Scotia waters to take a hand in the famous sport, among them the distinguished American playwright and author, Zane Grey, who, with a party of nine, arrived during the latter part of July last year and made a five weeks' stay, and established for himself the world's record for catching the largest tuna, 758 pounds, being 105 inches long and 76 inches in circumference. This fish was sent to the United States, where it was stuffed and mounted, and placed aboard the "Fisherman." Mr. Grey also caught another fish during his stay, weighing 684 pounds besides many others which were hooked but got away. It is understood the author's visit had a double motive. He was collecting material for his literary work as well as satisfying a desire for this sort of exciting sport, and in both cases the results must have been very gratifying. It took Mr. Grey just three hours to land his catch and, needless to say, the three hours were like as many minutes for, like many of his smaller brothers, the tuna, when caught, proves a much livelier contender than when we see him basking in the summer sunshine, and considering his great weight, most anything is liable to happen.

Mr. Grey came to Liverpool, N. S., fully equipped and prepared for a successful fishing trip, even to the extent of having a specially built motor launch shipped from his home in Aladena, Cal.

Mr. Grey's boat was equipped with an arm chair which is fastened on the forward part of the house, and it worked on a swivel; from the bottom of the chair, and in easy reach, is fastened a large steel rod, also on a swivel, to which is secured a large metal reel, on which is wound about 2,500 feet of line—the whole affair being an exact replica of an ordinary fishing rod, only the great weight makes it necessary to be fastened to the chair.

Many methods are tried to attract the tuna to within reach of the bait. In many cases the sportsmen get a tip from neighboring fishermen, as was the case with Mr. Grey. Very often a large quantity of herring, which is the tuna's chief food, is taken in the boat and thrown overboard. They are eagerly devoured, and into one will be placed a hook which is also swallowed. Sometimes the kyte method is used—a contrivance that, when a herring is put on a line, keeps it afloat at a good distance and makes it look very appetizing. At other times they do what is called chumming. An ordinary meat grinder is fastened on the stern of the boat and a quantity of herring is ground up; as the boat goes along, this leaves an oily streak on the water for a long distance. The tuna, on seeing this, naturally follows, looking for something more substantial, and a carefully baited herring is put before him, which he invariably takes.

Conference on West-Indian Trade Has Big Programme

At the present time preliminary arrangements are being made for the holding of a Canada-British West Indies conference in the month of May, the idea being the negotiation of a new treaty for the development of reciprocal trade. The Canadian government representative who toured the West Indies and British Guiana, traveling ten thousand miles, to feel out the situation, has reported that everywhere the proposal was received with enthusiasm and that there was a general desire expressed to send delegates to the conference in Canada. He, himself, was much impressed with the great possibilities of trade between Canada and the West Indies and British Guiana. "Canada," he stated, "needs the products of these southern countries, and they require almost everything Canada produces and manufactures."

Of late years there has been an increase recorded in the volume of trade with these countries, this being particularly noticeable since the last conference held in 1920, it is pointed out by "Industrial and Agricultural Progress in Canada," published by the C. P. R. The value of trade transacted between Canada and the West Indies in the years 1922, 1923 and 1924 has been respectively $21,361,013, $25,009,649, and $24,415,782, and with British Guiana $6,904,076, $9,368,322, and $8,849,561. In the case of the West Indies, Canada in 1924 increased her import trade whilst decreasing her exports. In the case of British Guiana there was a small decline in both imports and exports.

The following indicates the general trend of trade with the two countries:

	1900	1920	1924
West Indies—			
Imports ..	$ 801,613	$12,093,144	$14,192,066
Exports ..	1,673,163	10,869,263	10,223,716
British Guiana—			
Imports ...	67,660	$7,412,931	6,556,126
Exports ..	281,383	3,109,381	2,293,435

The concluding observation of the Canadian commissioner broadly covers the existing situation as it concerns the two countries. Canada and these southern islands are diametrically opposite in condition and production. In no direction can they be regarded as rivals, but in many productive respects each is the complement of the other. It is quite apparent that this can be turned to immense mutual advantage.

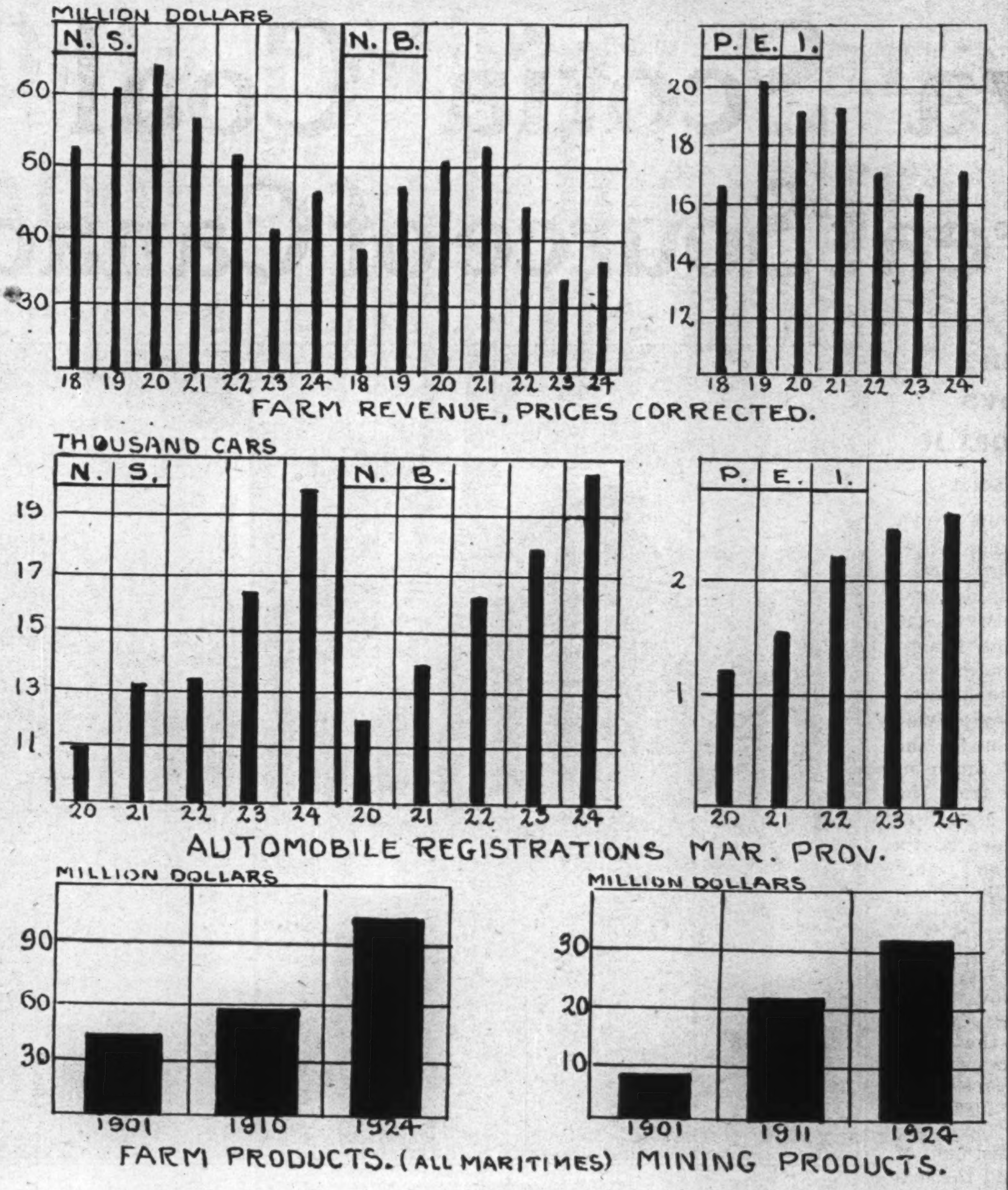
Desire To Increase Trade

In the British West Indies, as in all dominions and colonies at the present time, there is a growing desire to increase trade within the empire, and Canada is the most favorably situated British country to furnish this territory with many of its needs at present being supplied by other countries. On Canada's part it is felt that every effort should be made to secure all its tropical requirements from these islands instead of buying nearly $100,000,000 worth of such commodities every year elsewhere.

In the past the British West Indies and Canada have kept too far apart for two constituents of the British Empire, with each possessing an inadequate knowledge of the other and its economics. The Canadian trade commissioner gives it as his opinion that the chief obstacle to a greater development of trade in the past has been the lack of adequate transportation facilities. Next he would seem to place a lamentable apathy on the part of Canadian business men contrasted with the aggressive methods of other countries seeking West Indian trade.

There are many minor reasons why in the past a greater trade has not come about between the two countries so favorably situated, and so well disposed to each other, but these are matters which can be adjusted at a conference. With the desire exhibited by both parties to increase the volume of business with the other, there is every probability of the conference planned for the month of May being productive of results of much mutual benefit.

Record of Growth of Wealth in the East Shows That Maritimes Lack Reason For Pessimism



MARITIME PROVINCES ARE TRULY MARITIME

Only Three Counties Where a Schooner Could Not Load for Ocean Trade

WE SPEAK glibly of the Maritime Provinces, and when we do so we are speaking with more regard for the truth than the average person thinks.

The prosperity of the Maritime Provinces of Canada has been built on ocean trade. Their future wealth is more likely to come from development of overseas trade and from development of the fishing industry than from any other direction.

In another way, too, the very real significance of the word Maritime in connection with these provinces can be shown. In all the Maritime Provinces there are only three counties where a steamer cannot load. These are Madawaska, Carleton and Victoria, all of them in New Brunswick.

Unbelievers have only to look at the map. They will see that even New Brunswick is cut open by a jagged slash of inland waterway that can be served by schooners crossing the two-way rapids at St. John.

Modernize Ports and Use Them, is Maritime Need

The Telegraph-Journal, St. John.

When a common danger threatens the country, such as arose eleven years ago next August, when war was declared, every section of Canada became a unit not only for defense but for the assistance of the empire. There is a commercial war as well as that which is staged upon battlefields, and when our exports and imports are diverted to the railways and ports of a foreign country we need the same united effort to keep them for ourselves. Trade, however, must always be fostered and modern facilities supplied to the ports that expect to get it. The government of the country has spared no pains or money to make the canal system of Central Canada, the elevator capacity at the Great Lakes, and the railways from the Pacific to the Atlantic as good and efficient as any in the world, but they have forgotten so far that it is just as necessary to use the ports of Canada as it is to utilize the canals and the railways that have been built at such a tremendous outlay of public money.

First of all we want the principle established that Canadian trade shall flow through Canadian channels and then we wish our outlets so modernized with facilities for the handling of shipments that no shippers can claim that it is to their advantage to go elsewhere.

Maritime Fences Stand all Tests.

We manufacture plain and ornamental fencing from best quality, extra heavy, hard-drawn, coil spring *Steel Wire* of unexcelled quality.

If you are a Silver Fox Rancher ask for our special Maritime Pen, the one that keeps your foxes secure.

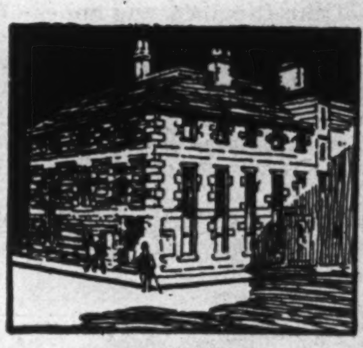
Full information concerning our lines sent on request.

The New Brunswick Wire Fence Co. Ltd.

MONCTON, NEW BRUNSWICK

The Halifax Banking Company

A Chapter in the Story of a Canadian Banking Family



Head Office of the Halifax Banking Company Halifax, 1825-1903 occupied by The Canadian Bank of Commerce 1903-1908

THE Halifax Banking Company, the first bank to be established in the Maritime Provinces, began its career as a private partnership in 1825, but its antecedents go back to the days of the French and American wars, when Enos Collins, the founder of the Company, began his warehousing and shipbroking business in the old building shown in the accompanying illustration.

Owing to the variety of currencies then in use—Spanish and "patriot" doubloons, pistareens, British silver, provincial notes (irredeemable and easily counterfeited) and merchants' promissory notes—there had long been need of a bank of issue. Early in 1825 Collins and his associates applied for and obtained a bank charter, and on September 3rd the "Halifax Banking Company" opened its doors.

The establishment of the Company may truly be said to mark the beginning of the extensive inland and seaboard trade of Halifax. In 1837, also, through the Company's connection with the Colonial Bank, a thriving trade began with the West Indies. In 1840 the establishment of the Cunard service by Hon. Samuel Cunard, one of the original partners of the Company, further extended its business, and by the '50's its connection was eagerly sought by many of the older banks of Great Britain and the United States. Chartered as a corporation in 1872, it soon began to open agencies at other points in Nova Scotia.

Amalgamation with The Canadian Bank of Commerce was proposed in 1903, just after the latter Bank had opened its Sydney branch and when it was contemplating the establishment of offices at Halifax and St. John. The Halifax Banking Company decided to ally itself with an institution already strong in central Canada, and the Bank thereupon took over a business now represented by 28 branches in Nova Scotia and New Brunswick.

One of a series of advertisements describing the banks now incorporated with The Canadian Bank of Commerce.

THE CANADIAN BANK OF COMMERCE

A13

Nova Scotia Coal
A Great Source of Canadian Wealth

The Coal Mining Industry of Nova Scotia and What it Means to Canada

THE coal-fields of Nova Scotia, with the exception of one small coal-field in New Brunswick, are the only deposits of coal in Canada between the Atlantic Ocean and the Prairie Provinces. Besides producing a large proportion of the mineral revenue of Canada, they provide the economic foundation for the industrial progress of much of Eastern Canada. And from the standpoint of domestic as well as industrial fuels, the Nova Scotia coal-fields are more and more giving Canada the economic independence that means political freedom.

Coal has been mined in Cape Breton for over 200 years. The real progress of the Nova Scotia mines has come, however, in the past forty years, from the establishment of the steel industry by companies that are constituent parts of the British Empire Steel Corporation.

During the war, the enlistment of thousands of miners and the loss of such important markets as that offered by St. Lawrence River communities brought about a great curtailment in coal production in Nova Scotia.

A Section of Besco Coke Oven By-Product Plant

Now, however, coal production in Nova Scotia is commencing to come back to the tonnages that were obtained before the war, and, when this is accomplished, will, it is hoped, resume the steady progress upwards that had marked all the years previous to 1914.

The output of coal in 1923 in the Sydney districts exceeded that of 1922 by one million tons, and the output for 1924 was still greater.

The rehabilitation of the coal industry in Nova Scotia fell to the British Empire Steel Corporation to solve, for the Corporation is the dominant factor in coal mining in the Province and controls 70 per cent. of Nova Scotia's coal reserves, and restoration of production capacity to pre-war figures has been attained.

A very comprehensive survey is now being made by the management of the British Empire Steel Corporation of the entire mining situation, with the object both of increasing production and obtaining additional markets for Nova Scotia coal, and there is every reason to believe that in a year or two at most the industry will have reached and passed all previous tonnage records.

At this time the coal mines in the Sydney district have a capacity for output of 21,000 tons per day. This comes from fifteen mines in the Glace Bay District, producing 18,000 tons per day, and from three mines in the Sydney Mines District producing in excess of 3,000 tons per day.

Besides supplying the domestic needs of the Maritime Provinces and Newfoundland, and meeting the large fuel requirements of the iron, steel and allied industries of the Province, the mines of Nova Scotia ship from two to three million tons of coal up the St. Lawrence for the Quebec, Montreal, and Eastern Ontario markets.

The British Empire Steel Corporation has adequate facilities for economically distributing its coal supplies. One of its subsidiaries is the Sydney and Louisburg Railway Company, a forty-mile standard gauge railroad, with seventy miles of branches and spurs, which connect the various mines with the terminals at Louisburg and Sydney, these terminals being equipped to handle the largest freighters afloat. The Sydney loading piers are able to accommodate three 10,000 ton colliers simultaneously, and to load 40,000 tons of coal in a twenty-four hour shift. The docks at Sydney are also equipped with facilities for the expeditious bunkering of ocean vessels.

The corporation owns a very valuable asset in its large fleet of coal and ore carriers. This fleet, which is being increased constantly, has an aggregate deadweight capacity of approximately 70,000 tons. During the season of navigation the ships are engaged in the St. Lawrence coal trade and in carrying the company's requirements of ore and limestone. Their activities in this regard are augmented by a large chartered tonnage.

Public attention is now being directed to the possibility of Nova Scotia coal becoming a more important factor in the Quebec and Ontario markets.

The great need of Quebec and Ontario in fuel is an equivalent to anthracite at a reasonable price. The people of Ontario and Quebec feel very acutely the financial hardship of having to pay from $18.00 to $22.00 per ton, depending on the locality, for anthracite. There is no likelihood that anthracite can ever be sold again, over any extended period, in the large cities of the Upper Provinces at a price less than $16.00 per ton, and, as the years go by, the price will increase and the supply become less and less.

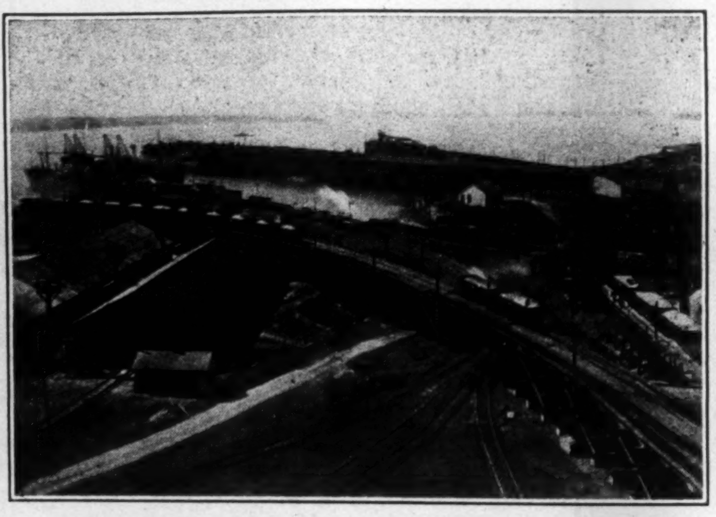
As steps are taken to give encouragement to the marketing of Nova Scotia coal in the upper provinces the people of Ontario and Quebec will find themselves able to utilize Canadian fuel.

Progress is certain to be made in the utilization of Nova Scotia's coal in the five Eastern Provinces of Canada by converting into coke in the strategically located by-product coke ovens.

By the erection of coke oven plants in Montreal, Toronto, and the important centres of population in Ontario and Quebec, it would be possible to provide from Nova Scotia coal all the domestic fuel needs now met by the importation of anthracite. The coke would cost the consumer much less than anthracite, would go further and cause less labor in its use, and would conserve and add to the wealth of Canada all the valuable chemical products that go up in smoke when soft coal is used without being previously coked.

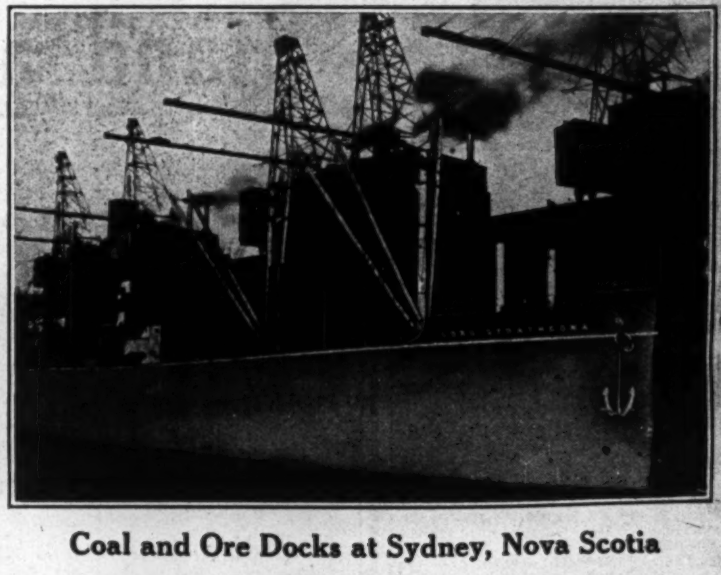
At the same time, there would be provided for the coal mines in Nova Scotia a steady, absolutely dependable market, increasing year by year with the growth of the population. A condition of this kind would warrant the investment of large sums of money in the coal mines of Nova Scotia, and would provide a stable and an enduring foundation for the future growth of coal mining in Nova Scotia, and more particularly in the Sydney district.

Canadians will be quick to realize the significance to the future of the Dominion of the plans of the British Empire Steel Corporation for economical and permanent production of coal from its enormous land and submarine reserves. These plans, while promising to provide the most practicable and enduring solution of the pressing fuel supply problem of Eastern Canada, will afford a source of employment and wealth for many future generations of the Canadian people.



Besco Discharging Pier at Windmill Point, Montreal

Dominion No. 2, a Typical Besco Colliery



Coal and Ore Docks at Sydney, Nova Scotia

BRITISH EMPIRE STEEL
CORPORATION LIMITED

CANADA CEMENT BUILDING
MONTREAL, CANADA

Canada's Only Entirely Canadian Coal and Steel Industry

The Backbone of the Industrial Life of Nova Scotia

A vast group of plants perfectly co-ordinated to maintain the highest possible standards of efficiency and economy in manufacturing

Steel Products of Every Description

—from ore to finished product—all within the Empire

BRITISH EMPIRE STEEL
Corporation Limited

Constituent Companies

DOMINION IRON & STEEL COMPANY, LIMITED
NOVA SCOTIA STEEL & COAL COMPANY, LIMITED
Commanding unlimited resources of ore, coal and other raw materials for the making of steel products of every description.

JAMES PENDER & COMPANY, LIMITED
Iron and Steel Products.

DOMINION COAL COMPANY, LIMITED
ACADIA COAL COMPANY, LIMITED
"Acadia," "Dominion," "Old Sydney," and "Springfield" Steam Coals.

HALIFAX SHIPYARDS, LIMITED
Builders and Repairers of Ships.

EASTERN CAR COMPANY, LIMITED
Makers of Freight Cars and Accessories.

DOMINION SHIPPING COMPANY, LIMITED
"The Black Diamond" Fleet of ore and freight steamships.

SYDNEY AND LOUISBURG RAILWAY COMPANY

Besco is Entirely British-Canadian

THE steel industry of Nova Scotia is the only portion of the general steel industry of Canada which is in any real sense self-contained, or able to produce manufactured materials of genuinely Canadian origin. It is the one industry of its kind in Canada the output of which is the result of the expenditure of practically its total cost in the form of wages paid to Canadian or other British workmen. The coal used is mined by Canadians, the ore by Canadians, assisted by their neighbour Britishers in Newfoundland, while all the work of smelting and refining is done in Canada by Canadians, many of whom have given years to the acquisition of their art which is now a valuable asset that is in danger of being lost to their native country. In the other steel plants in Canada both coal and ore for making pig iron and refining it to steel are imported from the United States, and should that source of raw materials for any reason become unavailable, iron and steel manufacture and the fabrication of iron and steel into finished goods would necessarily cease.

"For this reason the steel industry of Nova Scotia deserves especial consideration. It is the only possible native source of the primary materials of the iron and steel arts, and for national self-preservation, and to avoid complete dependence upon the outside for iron and steel supplies, requires to be kept in existence.

"When the steel industry of Nova Scotia was founded, with the assistance of Government bounties, it was the desire of the Canadian people to establish a self-contained and permanent base of supply of pig iron and ingot steel which would feed the workshops and railways of Canada. There is no other possible location in Canada for a really self-contained steel plant, using Canadian coal and British ore."

The above significant statement will have an appeal for every loyal Canadian. It is part of a memorandum presented to Premier W. L. M. King at Ottawa by Premier E. H. Armstrong, of Nova Scotia, heading a delegation from the Associated Boards of Trade of Cape Breton. The memorandum set forth suggestions for the amelioration of difficult conditions in the coal and steel industry of Nova Scotia.

Besco Products

Iron Ore, Coal
Furnace and Domestic Coke
Coke Oven By-Products
Basic and Foundry Pig Iron
Basic Open Hearth Steel
Ingot, Blooms, Billets, Slabs
Plates for Ships, Tanks, Bridges, Boilers and Cars
Steel Rails, Rail Fastenings
Rolled Structural Shapes
Steel Mine Timbers
Wire, Wire Nails, Wire Products
Rivets, Bolts, Railway Spikes, Tie Rods
Steel Ships, Ship Repairs
Bar Mill Products
Concrete Reinforcement Bars, Agricultural Shapes, Wire Rods
Miscellaneous and Special Merchant Bars
Forgings
Standard Forged and Heat Treated Axles
Crank Shafts, Connecting Rods, Miscellaneous Heavy Forgings
Freight Cars (Cargo Wagons)

Salient Facts

THE present annual capacity of the blast furnaces of the Corporation amounts to approximately 750,000 tons of basic and foundry pig iron. The present facilities for steel production at the Corporation's Sydney plant consists of ten 50-ton open-hearth furnaces; two 100-ton open-hearth furnaces; one active 500-ton open-hearth mixer; and three 15-ton basic Bessemer Converters. At Sydney Mines, the equipment consists of five 50-ton open-hearth furnaces, with mixers and other necessary accessories. The present annual ingot capacity of the two plants is approximately 600,000 tons.

The Halifax Drydock, a unit in the holdings of the Halifax Shipyards (a constituent company of the British Empire Steel Corporation) is one of the best on the entire Atlantic Coast. It is worthy of note that no vessel in the past four years has had to requisition drydock service which the Halifax Drydock could not accommodate.

The British Empire Steel Corporation owns and operates its large fleet of coal, ore and limestone carriers. This fleet is augmented by a large chartered tonnage.

BRITISH EMPIRE STEEL
CORPORATION LIMITED

CANADA CEMENT BUILDING MONTREAL, CANADA

Our Atlantic Coast Fisheries Produce Millions of Wealth Yearly

Immense Capital Tied Up in Fishing Industry—Growing Consumption of Fish Big Aid to Development of Coast Fisheries — How Fish Are Caught and Marketed.

THE world's greatest fishing area lies off the Atlantic coast of Canada, and it is not surprising then that one of the chief sources of income for the people of the Maritime Provinces should be fishing. The inshore and the off-shore fisheries of the Atlantic coast have for years been adding millions annually to the wealth of Nova Scotia, New Brunswick, and Prince Edward Island; have for years been providing economical food not only for all Canada and the United States but for countries all over the globe, and have been providing traffic for Canadian railway systems and orders for Canadian shipbuilders and manufacturers.

The fishing industry embraces the activities of many thousand people in Eastern Canada; from the hardy Lunenburgers, running lines from dories on the Newfoundland banks, and fishermen working on the weirs, where little herrings are netted by the million for sardines to large corporations that own dozens of steam trawlers, large plants at such places as Canso, Digby, etc., and warehouses in Montreal and other cities. The industry is growing in importance. During the war it had great impetus and as a result the production of fish went far ahead of consumption. Now the difference is being narrowed, and the consumption of fish in Canada is growing, while an important export trade in dried fish, canned fish and cured fish, is being built up.

Maritime Fish Is Tasty

Modern methods of bringing fish to market are in force, and it is no exaggeration to state Maritime fish when it is laid on the dinner tables of Toronto and Montreal has a better flavor than North Sea fish when served in London, England.

A campaign to increase the consumption of fish in Canada is in progress.

No country has better natural advantages for the development of a great fishing industry than has Canada on its eastern coast. The Maritime Provinces have the three essentials of any first-class fish-producing community in a hospitable coast line; a fertile ocean bed, and water conducive to the growth of edible fish species.

The Three Advantages

These three terms are in themselves not self-explanatory to the layman. The hospitable coastline, the fertile ocean bed, and the suitable water condition, were recently described by A. H. Brittain, general manager of the Maritime Fish Corporation, of Montreal, in an article, and the writer feels he cannot do better than to quote Mr. Brittain on this subject:

"A journey along the Nova Scotia coast, or even an examination of the map, will reveal to one a succession of excellent harbors which afford not only temporary shelter for the fishermen during violent storms, but which constitute permanent operating bases for the various classes of boats and equipment incidental to the industry.

"Some persons may never before have heard of such a thing as a fertile ocean bed, but the earth's vegetation is by no means confined to the land, as vast unexplored and even undiscovered meadows and forests peculiar to the ocean exist there, as they are necessary to support marine animal (fish) life. The bigger fish eat the smaller fish and these latter feed on the still smaller ones, but finally the minute species depend almost entirely on the plants that grow in the water. As plants require light, which does not penetrate the ocean very deeply, the seaweeds are most abundant in shallow water and consequently fish life is most prolific in these regions. Now bordering on the Atlantic sea coast of the Maritime Provinces is one of the widest continental shelves in the world, and the highest parts of it are called "banks," which are submerged in approximately one to two hundred feet of water and which form admirable feeding grounds for fishes. There are about a dozen of these banks situated within a hundred miles of the coast of Nova Scotia, the combined area of which approximates two hundred times that of the whole Island of Montreal, and this estimate does not include the Grand Banks of Newfoundland, from which the great Nova Scotia fleet of Lunenburg salt fishermen procure the major portion of their catch.

"The third condition essential to a fish producing country is one which precludes all southern countries from the possibility of ever becoming serious competitors of ours; the best food fishes are always found in cold waters, such as bathes the coasts of the Maritime Provinces and which is supplied by the Arctic current. So that in our Nova Scotia fisheries we have not only quantity but quality also, and these geographic conditions would seem to substantiate the contention of our eastern producers that the finest fish in the world are caught off the coast of Nova Scotia."

Two Classes of Fisheries

These Maritime fisheries are divided into two great classes, the "off-shore" and the "in-shore." The operations on the banks referred to by Mr. Brittain constitute the off-shore fisheries, and, notwithstanding their size and importance, they contribute not much more than a third of the fish taken, as by far the larger portion of production is caught within twelve miles of shore, and these latter constitute the in-shore fisheries. These two classes are sub-divided into the salt fish industry, and the fresh fish industry, the former deriving its supply chiefly from the banks, and latter chiefly from the shore fisheries, while most of the salt fish is exported and most of the fresh fish is marketed in our own country.

While it is true that the vast marine fields spontaneously provide their harvests, it does not occur to the average person how the fishermen must toil to garner the crop. When the schooner gets to the banks the business is fish, and fishing to the exclusion of everything else. Perhaps eight dories are carried, with two men to each. Every dory lays eight trawls, or lines of two thousand feet length, to which are attached about eight hundred hooks. One man takes charge of four trawls. Can you imagine the work involved in rigging and baiting one of these? Baiting three thousand two hundred hooks, possibly three times a day! And this is only the work preparatory to fishing. These trawls must then be set and pulled and the fish taken to the parent ship where they are cleaned and either split and salted, or buried in chipped ice. Two hours' sleep, and the same thing over again. This is not illustrating extremes, but a usual procedure during fishing weather, while in stormy weather many cold, blustery days and nights are spent fighting the elements aboard ship and in the dory, and one need not speak of the many fishermen who every year succumb to the hardships of the rigorous calling, nor of the almost weekly lists of missing ships and missing men.

Steam Trawlers to the Fore

A comparatively modern and much safer method of fishing on the banks is by steam trawlers—steel ships of between three and four hundred tons, which work day and night, summer and winter, and bring their cargoes into port during fine and stormy weather, running as regularly on schedule as our train service, and sometimes more so. Frequently, during the extremely cold weather, they come into port so encased in frozen spray that they resemble icebergs more than fishing vessels. Their big advantage is their reliability on bringing in regular supplies, and their disadvantage is their expense, for they require a great deal of capital to operate the immense and well-organized plants to properly handle their catches.

In a recent address, Arthur Boutilier, president of the National Fish Company of Halifax, told of the development of the steam trawler in fishing. He said:

"In the early days of the industry, our supply of fish was secured from inshore boats and small schooners. During fine weather these boats were capable of supplying the small market demand, but once a storm blew up they were obliged to hold to the harbor and as a result, there was no fresh fish. Of course, at Boston, where the fleet was very large, and fished over a large area of some six hundred miles, this condition did not prevail—at least not to the same extent, and the supply from that market was always fairly well maintained. Even to-day one finds the uncertainty of supply from the shore fisheries where schooners are employed. The boats may have just arrived at the fishing grounds and got a set partly out. The weather changes, and they must take up their gear and wait for a calmer period. Time is wasted, money is lost, and the supply of fish vanishes. Even during the best of weather conditions a big catch for the larger of these Bankers would be approximately seventy-five thousand.

"So, in the early days, we had to be satisfied with a haphazard supply—one day we had plenty, the next none, and orders could not be booked with any assurance of delivery.

"It is an elementary principle of economics that once you have created a demand, either you must supply it—or lose it. What good end could be served by seeking large markets with an uncertain supply—to expend money for a market the wants of which you could not hope to fill.

"Some solution had to be found for this problem. Naturally we looked for an answer to England, the greatest fish producing country in the world—and we found it in the steam trawler.

"The advantages of the trawler are three fold:

"(1) It will fish in any kind of weather.

"(2) It catches three times as much fish.

"(3) Quicker transportation and definite landings.

"The history of the trawler in these waters is a very chequered one. The game was a new one to us—its advantages were so apparent and its difficulties so well concealed. Whatever measure of success we may have had has been attained only after a series of failures.

"The first trawler came in 1895, a boat known as the 'Active'—an ill-named craft—for her activity lay in losing money for her owners and her span of life was short. A few years elapsed and then the 'Wren' appeared—to follow in the disastrous wake of her predecessor. It seemed impossible to make both ends meet, and so the trawler owning project was dropped.

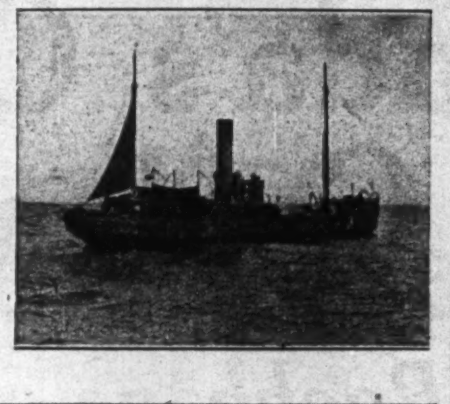
"A few years later negotiations were entered into with the Grimsby fleet—and as a result several boats were chartered to fish in these waters under their own skippers and crews. Success crowned the experiment—and the losses of the first two boats were explained, when we saw the different methods and more efficient management of the English fishermen.

"Then came the war—and the Grimsby fleet was denied to us—so, armed with 20 years' experience we once more ventured to purchase a trawler, the 'Triumph.' Her successful history and final end at the hands of a German submarine you all know. Her name was very apt—for she represented the triumph of the Nova Scotia fisheries, in a new phase of the industry. To-day we have three boats—'Venosta,' 'Lemberg' and 'Good Hope,' bringing to us weekly a steady supply of fresh fish.

"In the old days a fresh fish business of $200,000 a year was considered large. This year our sales have exceeded this amount many times over. We have secured the steady supply and have, on this basis, sought new markets, and expanded old ones. We are now, by virtue of this supply, enabled to support a selling organization, who may book the orders of intending customers with the knowledge that they will be filled.

Fisherettes at work on chicken haddies. (At left.)

Steam trawlers have revolutionized Maritime fishing. (Right.)



"Not only has the trawler thus directly made possible the volume of business to-day—but, by the increase in the demand for fish of all kinds, they have made the road considerably easier for the shore fisheries to dispose of their catch."

The shore fisheries employ small motor boats which are usually operated by two men, and which are equipped with lines of hooks similar to those used by the bank schooners, and they set their trawls from one to fifteen miles from the shore. There are at present more than ten thousand of these little craft operating around the Nova Scotia coast. Even closer to shore are taken large quantities of the smaller fish, such as herring, mackerel, and certain seasonal runs of haddock and pollock, in long trap-nets, which are set right next the shore to which one end of the trap is fastened.

An Immense Capital Tied Up

All this equipment for catching and processing the annual fish harvest represents a large investment. Mr. Brittain estimates the investment for Nova Scotia at about fifteen million dollars, which is divided about evenly between the primary and the secondary agencies of production, or about half afloat and half ashore. Sub-dividing the capital we have between five and six millions in steamers, trawlers, vessels and boats; between four and five millions in nets, traps, trawls, wharves, freezers, etc., and between four and five millions in factories and canneries and their equipment. It is estimated that about thirty-five thousand persons are directly employed handling this equipment in catching and processing the fish, and that no other industry of Nova Scotia gives direct employment to a greater number.

Besides this there are much larger numbers who depend indirectly upon this industry for employment, such as those in the shipyards where the vessels are built; in dry-docks and marine railways where the vessels are hauled out of the water for repairs; in foundries where marine motors, hoisting gear, anchors, chains, windlasses, stoves, etc., are manufactured; in factories making rigging, blocks, and tackles; in sail-lofts; blacksmith shops, warehouses and outfitting stores; local general business and banks; and back still further into the woods where the timbers, booms and planking are procured for the construction of the sailing ships which have contributed so much in making Nova Scotia and its fishermen and sailors famous. So it is not difficult to perceive that if some great calamity put a sudden stop to fishing, disaster would closely follow for a surprising number of the inhabitants of this province by the sea.

All this activity is productive of an annual catch valued at from eight million to fifteen million dollars in Nova Scotia and a large additional sum for New Brunswick and Prince Edward Island.

Cod the Leading Fish

So far as tonnage goes, the different varieties of fish are easily headed by cod, but in values the supremacy of the cod is seriously challenged by the lobster, which two take turns in heading the list, and are usually followed by haddock, mackerel, halibut, herring, and less important varieties, in the order named.

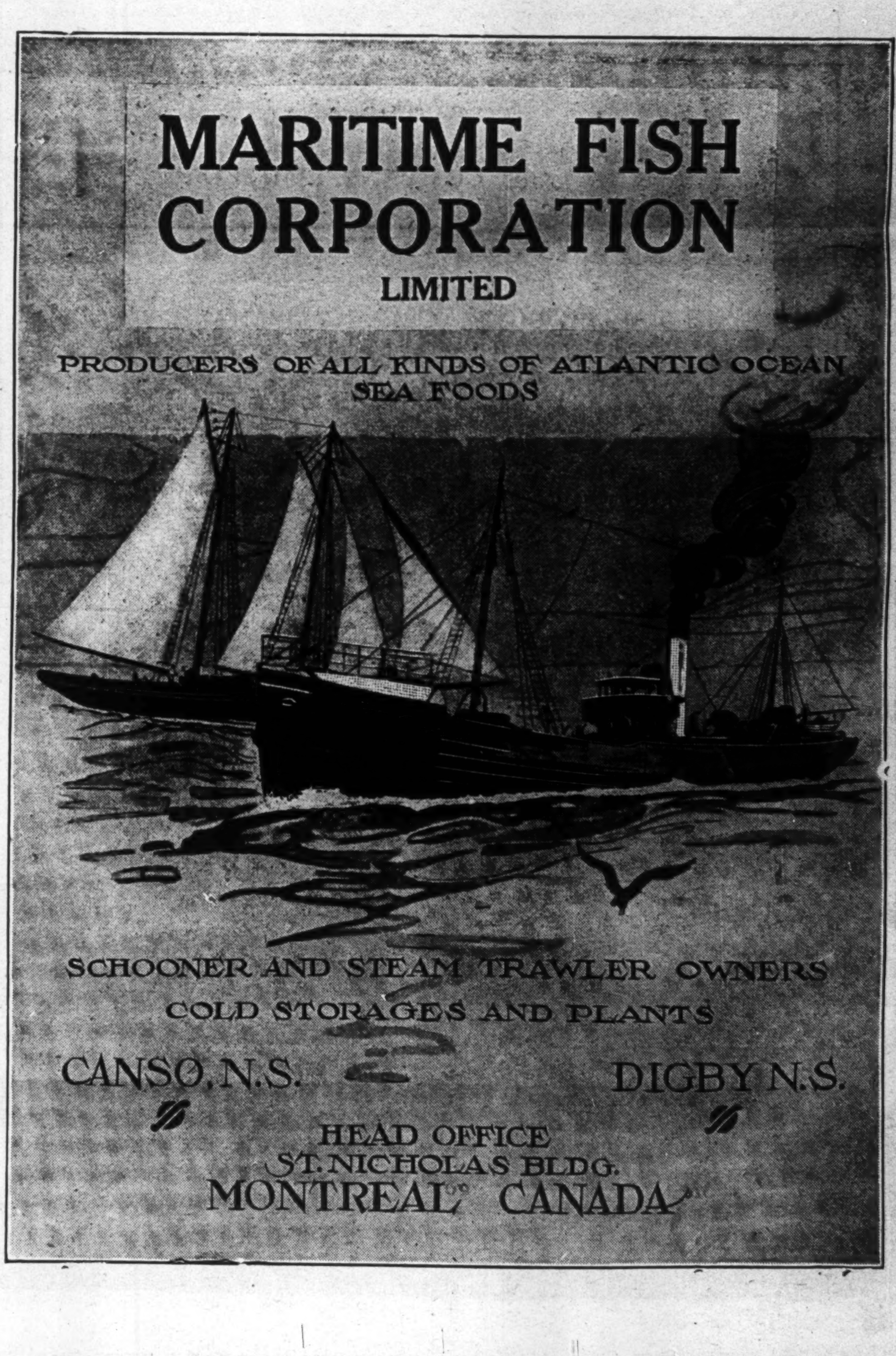
Every crop of fish is new-found Canadian wealth, and the amount of it is limited only by the market's demand, for these waters will unfailingly provide all the fishermen can catch, and the fishermen can catch all the market is able to absorb, so that, in the final analysis, there devolves upon every one of us a certain definite responsibility for the development of this basic industry, and its many subsidiaries. And the increased consumption of fish would make unnecessary many foods which we now import, and would turn money back into Canadian channels instead of sending it to some other country already stronger financially.

The disposition of this annual harvest of the sea presents just as big a problem as its production. It will, no doubt, be a surprise to most persons to know that the transportation charges alone require approximately as large an expenditure from the industry as the total value of the catch when landed by the fishermen. Canada is, of course, the most important market, but every year it is necessary to export great quantities, and this part of the business is extremely precarious and frequently results in serious losses, especially at the present time when the currency of the consuming countries (except the U. S. which was surrounded two years ago by a high protective tariff wall) is not only low, but of a fluctuating and very speculative character. At the present time, therefore, the importance of the home market becomes very evident and its full development almost vital to this branch of our industrial life. If our per capita consumption were the same as that of Great Britain and other European countries, our production would automatically increase to the extent of over two hundred million pounds annually, and those countries have a consumption of about a pound a week per person. And this is bound to come about in our own land as Canadians realize the desirability of incorporating fish in their diet; as they become aware of this means of assimulating invaluable sea salts, such as the phosphates and iodides; and as they acquire the fine art of preparing this food for the table in the hundreds of appetising and delectable dishes to which it is amenable. And we have lots of room for progress in this direction before we even approach the fulfilment of de la Blanchere's prophecy, that "The sea one day will feed the world."

"Eat Fish For Health"

An aggressive attempt is now being made by a group of firms interested in the expansion of the fish

(Continued on page 43)



MARITIME FISH CORPORATION
LIMITED

PRODUCERS OF ALL KINDS OF ATLANTIC OCEAN SEA FOODS

SCHOONER AND STEAM TRAWLER OWNERS
COLD STORAGES AND PLANTS

CANSO, N.S. DIGBY N.S.

HEAD OFFICE
ST. NICHOLAS BLDG.
MONTREAL, CANADA

Atlantic Coast Fisheries Produce Millions Yearly

(Continued from page 42)

business of Canada to increase the consumption of fish among Canadian people. In Canada the consumption of fish is only a trifle over 29 pounds per year per person. In Great Britain it is 57 pounds; in Germany it is 75 pounds. In Japan it is 200 pounds. Canadians eat six times as much meat as fish. It is hoped to bring the consumption of fish in Canada to a pound per week per person.

A co-operative advertising campaign has been run for the past two years to encourage fish eating in Canada, and the Dominion government has aided the project. Fish merchants have been well satisfied with the results of their first efforts and propose to continue the work.

The key-note of the campaign at present is to eat fish for health, and it is pointed out that Canadian salt water fish contain iodine, and that the eating of fish will prevent goitre.

Since the expansion of the fishing industry means more employment and hence more purchasing power in the Maritimes; since it means more tonnage for the railways; since it means larger orders for manufacturers, this work is of interest to all Canadians.

There are other experiments that are being watched with interest, such as the development of the carbon dioxide method of refrigeration, and the attempts to sell Canadian fresh fish in Britain.

More and more the Maritime Provinces' fisheries are gaining recognition as one of Canada's really important natural resources.

Besco Pays $400,000 Yearly to Nova Scotia Municipalities

FREQUENT reference is made to the amount which the companies composing the British Empire Steel Corporation contribute to the revenues of the province of Nova Scotia and people generally are well informed about its importance. Only incidental reference is made to the amounts that these companies contribute to the revenues of the several municipalities in which their properties are situated, although, all things considered, they are perhaps proportionally more important than the royalty which is paid to the province.

In the year 1924 payments by the coal and steel companies included in the British Empire Steel Corporation to municipalities in Nova Scotia, amounted to $401,357.16, according to a recent Besco bulletin.

These payments were as follows:

Dominion Coal Company	$266,027.28
Dominion Iron & Steel Company	12,449.20
Nova Scotia Steel & Coal Co.	82,103.26
Acadia Coal Company	28,590.34
Cumberland Railway & Coal Co.	12,187.08
	$401,357.16

In most of the municipalities the companies pay a very large proportion of the whole tax, and in none of them have the companies any representation on the councils, which regulate the expenditures and fix the taxation.

The following table indicates the percentage of taxes paid by the companies in the places where their most important mines and works are situated:

Town	Per cent.
Glace Bay	49.0
New Waterford	68.9
Dominion	66.6
Sydney Mines	42.5
Stellarton	28.7
Trenton	34.8
Springhill	25.1
County of Cape Breton	30.1

Although the plant of the Dominion Iron and Steel Co. in the city of Sydney is exempt from taxation, the company owns sufficient house property to make it one of the largest taxpayers, and it contributes nearly five per cent. of the whole of the city taxes.

The town of North Sydney in which the Nova Scotia Steel and Coal Company's shipping piers are situated collects more than five per cent. of its entire taxes from that company.

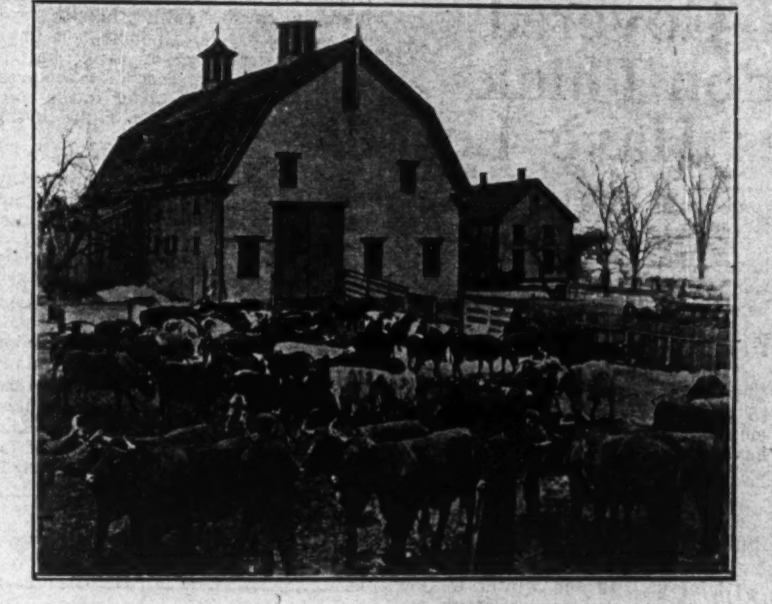
The little town of Louisburg which is fortunate in having the winter terminus of the Sydney and Louisburg Railway within its boundaries derives eighteen per cent. of its revenue from it.

The bulletin called attention to these matters for two reasons:

First.—The supreme importance of the success of the companies' operations and of their financial stability to the several municipalities. Not one of the towns mentioned in the table above could meet its financial obligations without the assistance of the companies.

Secondly.—The fact that the responsibility for the maintenance of streets and schools and for the sanitary condition of the colliery towns, as of all other municipalities, rests upon their respective councils and not upon the companies any more than upon the other taxpayers.

It is for the councils to adopt suitable plans, and to undertake the expenditure of moneys for the service of the community in their respective towns, and to levy the taxes that may be required for the purpose. The companies will willingly meet their share of those taxes if they are satisfied that the plans adopted are sound and that the expenditures are properly and economically made; but they cannot be expected to approve any plans or to consent to any expenditures in respect to which they have no voice.



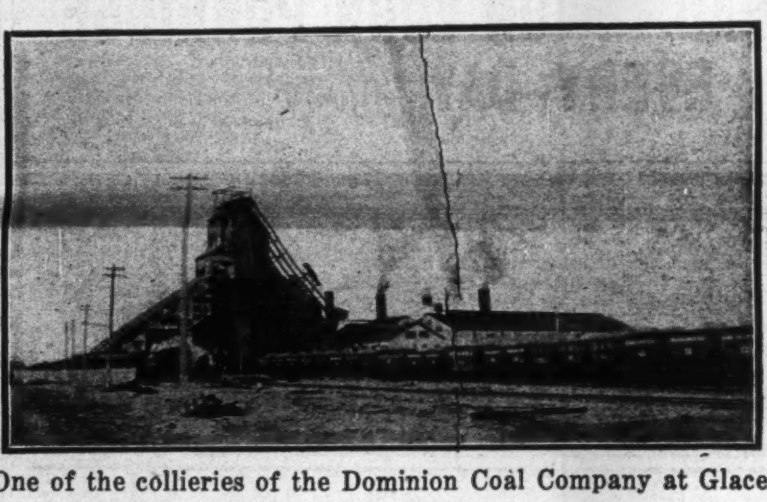
Agricultural products of the Maritime Provinces find their way into many markets. It has been a source of keen regret in the past few years that the Fordney tariff has kept Maritime produce out of accustomed New England markets.

Retort Courteous for Premier W. L. M. King

THE recent visit of some hundreds of Maritimers to Ottawa to present to Premier King and his associates certain problems of the Eastern provinces under present conditions was not without its humorous incidents. It had been decided by the leaders of the delegation that no reference would be made to the murmurs of threatened secession that are sometimes heard in the Maritimes. But some of the members of the delegation, with strong views on this matter, were not to be so easily suppressed and during the course of the interview someone mentioned secession in a loud voice.

Premier King proceeded to check up the interrupters with a sharp rebuke for their thoughts of secession. He let them know that he thought the idea absurd and wanted to know what would they do if they seceded. The tenor of his question was "Where would you go from here?"

One of the secessionists called back over the heads of his fellow delegates: "That's the very question they asked Christopher Columbus."



One of the collieries of the Dominion Coal Company at Glace Bay. Bounties on coal are Nova Scotia's chief source of provincial revenue.

SUPPORT A MARITIME INDUSTRY!

Thirty-One Years of Experience go into the making of every piece of

CHRISTIE BAGGAGE

Travelling Bags, Suit Cases, Ladies' Hat Boxes, Wardrobe Trunks that will carry suits and costumes without wrinkling, always ready to wear on arrival at destination. Drawers for Hats and other things, everything accessible, no need of unpacking at every stop, but can be used as a dresser in the hotel or guest room, and in the home. A necessity for the girl at school or college.

ASK YOUR DEALER FOR CHRISTIE BAGGAGE.

Christie Trunk & Bag Co. Ltd.

AMHERST - - Nova Scotia

One of a series of advertisements prepared by the Canadian Pulpwood Association to show the facts about the proposed Pulpwood Embargo.

This Man Makes His Own Embargo

By RALPH P. BELL

CARICATURE BY LE MESSURIER

If the pulpwood now being exported is necessary to the life of the Canadian paper mills why seek government aid. It can be purchased in the open market. Why don't they buy?

HE STANDS six feet or over, broad of shoulder, erect and sturdy. There is no sign of the passing years upon him, save in his whitening hair, and that means nothing; for the bodily vigor, the force and courage that have made Angus McLean a figure in the lumbering and paper business of the country are unabated.

Angus McLean is nobody's man. He has made a place for himself, not by any show of favor, but by the ability to stand, firmly, on his own feet. In his business dealings he has asked for no concessions but has gone steadily on his own way, confident that what is needed to be done he could do himself.

Such is the president of the Canadian Pulpwood Association, which represents the chief organized effort opposing a pulpwood embargo.

Many people have wondered why Angus McLean should have allied himself with a cause that, in their opinion, is opposed to his own best interests. He has been concerned in the forest resources of the country for upwards of forty-five years. He is one of the largest operators of lumber and pulpwood in the Dominion; and the owner of the only paper mill in the Maritime Provinces. He has never exported a single stick of pulpwood to the United States, nor to any other foreign country. On his own statement, he does not ever expect to ship one. He might well be listed among those who, if any, would profit by an embargo.

But he has thrown the weight of his personality and experience with the forces that are combating that issue, because he believes that such a measure, over a period of years, could not really benefit Canada.

Taking a Long Look

Unlike many of his associates in the paper-making industry, Mr. McLean is taking a long view. He has been in business for over forty-five years, and he has developed his business without artificial aids or restrictions. He expects to be in business many more years; and looking into those years he sees that those artificial aids cannot, permanently, help. He sees, further, that injustice, and wrong thinking, and unsound policies may, permanently, harm.

"I admit quite freely," he has said, on a number of occasions, "that if it were possible to impose an embargo, and if an embargo were imposed, on the export of pulpwood from Canada, I would probably buy my pulpwood from the farmers for, perhaps, fifty per cent. of what it costs me to-day. Last year we bought about 25,000 cords of pulpwood in the Province of New Brunswick, and we paid the going price in competition with the American buyer. We will probably buy 30,000 to 40,000 cords from the farmers in our section this year, and we will buy in competition with the American buyers. We have never exported a cord of pulpwood in the raw state, and we never expect to do so. We manufacture in Canada, and we are shipping the finished article to any market in the world where we can sell to the best advantage."

There is no need for an embargo in the vicinity of Bathurst, New Brunswick, where Mr. McLean's mills are located. No pulpwood goes by his door to, ultimately, reach the American market. It doesn't go by, because it is bought by those mills, and fabricated in Canada. Surely the same opportunity is open in any other section.

They Can Buy For Themselves

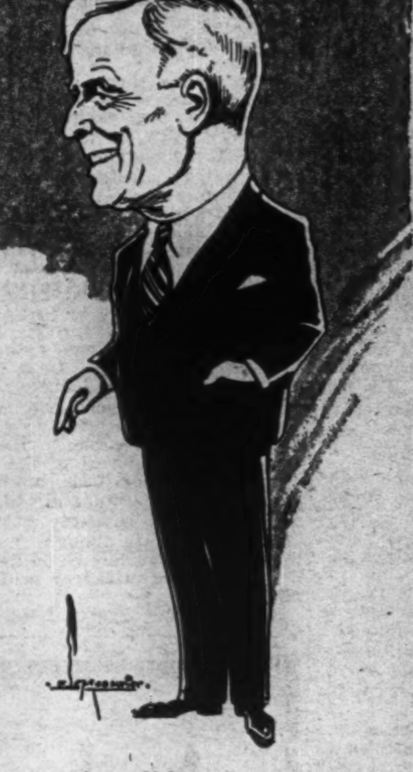
The paper makers in Quebec and Ontario are urging the necessity of an embargo to preserve the pulpwood for themselves; but a simple opportunity is open to them. They can do as McLean of Bathurst does. **They can buy it for themselves.**

They are complaining that we are dissipating a great, national heritage, by exporting pulpwood to the United States, while they have to call upon their own diminishing supply to meet their needs. If this is the honest case, why do they let it drift by their doors? **Why don't they buy?**

If, as they claim, their interest in the matter is purely an unselfish one of forest conservation, why don't they operate on those supplies that are now going to the American market, and husband that part of their own supply? The bulk of it is on the open market. They can buy it as cheaply as can their American competitors. **Why don't they buy?**

Offered by Eager Sellers

This wood that is going to the United States is available for them. It is not held at exorbitant prices. It is offered by eager sellers, on the prevailing market. If the advocates of an embargo have any honest belief in their own grim forebodings, **why don't they buy?**



Angus McLean, President of the Bathurst Company, Limited, the largest pulp and paper plant in the Maritime Provinces, consuming eighty thousand to one hundred thousand cords of pulpwood per year; does not ask the Government to protect his business with an Embargo. He buys the wood and protects himself.

In the Bathurst, New Brunswick, district, a man who can stand unaided, is buying on the market, and at the market price.

And when we are faced by gloomy prognostications; when we are asked to believe that the life of a great industry is dependent on governmental interference with the law of supply and demand, are we not within our rights in saying: "We find it difficult to believe that your argument is honest, or sane or disinterested; when you can protect yourselves from all the dangers you are forecasting, by a purchase at the market—and you do not buy!"

Back in Bathurst, New Brunswick, the mills of the Bathurst Company are shipping 95 per cent. of the paper they produce, and 90 per cent. of the lumber they produce to the American market.

A pulpwood operation such as this is no more a drain on our resources than the ordinary small sawmill; yet an embargo would ban the one but countenance the other. Why the discrimination? This wood can be kept in Canada by the simple expedient of purchase by the Canadian pulp and paper companies. Why don't they buy it?

It is probable that approximately the same figures apply to the other paper companies in Canada. The problem of the paper maker is not, in reality, a problem of insecurity of the supply of materials, but of insecurity of markets.

And yet, it is against this customer, on whom we are dependent, for the market for ninety per cent. of our manufactured paper that we are now talking of discriminating. Surely, if the effects of an embargo can be achieved without antagonizing so good a customer, it would be a wiser business policy.

They Do Not Buy

And this can be achieved by the Canadian pulp and paper company buying, in the open market, the offerings of exportable wood. But they do not buy.

Instead, they say: "It does not suit us to prevent the pulpwood from being exported by buying it. We will bar its export by law. The situation can be met only by embargo or prohibitive export tax. But Angus McLean, not as a matter of theory, but as a matter of considered experience, voices an emphatic denial. "One thing is very sure," he says, "and that is, there is no difficulty in keeping the pulpwood at home, if one is willing to pay the price."

Will We Interest New Mills?

We are asked to believe that an embargo would occasion an immediate rush of mills, eager to locate in Canada. But will it?

To quote from Mr. McLean again: "I do not believe that placing an embargo upon the export of wood from Canada would bring one single mill to Canada; notwithstanding all that has been said to the contrary. You cannot force a pulp or a paper mill to come to Canada unless conditions are right."

It is to be remembered that the advocates of an embargo have, themselves, stated that without such embargo, our pulpwood will be exhausted in ten years. Assuming, for the moment, that such a statement represents the facts, do we by retaining in Canada about one-fifth of our annual production, materially lengthen the number of years when pulpwood will be available? Out of this reserved supply must come the raw materials to supply any new mills. Are these, then, the conditions that American interests, considering the question of possible location in Canada, would think were advantageous for them?

Newsprint Production Overdone

"The production of newsprint in Canada," says Mr. McLean, "is, to-day, overdone. They speak of our manufacturing those 1,300,000 cords of wood into paper; and it might be done; but as a matter of fact the great question in Canada today is to find a market for it. Even with the variety we are manufacturing, we have great difficulty in finding a market; and we have in Canada to-day an over-production in practically every kind of paper."

Conservation! Yes. By all means. But, scientific conservation through sound cutting and utilization.

And fair play as well. Fair play by acknowledging the right of nearly 100,000 freehold Canadian land-owners to sell their products in the open markets of the world. That is the creed of Angus McLean **who makes his own embargo.**

If this pulpwood that is being wisely and profitably used is necessary for Canadian mills, they have their own remedy. **They can buy.**

Journalist Who Covered Birth of Nation Thinks Maritimes Have Lost

AS A nation, Canada is yet young and there are many alive to-day who were here at the birth of the Dominion. Few have had such an opportunity of living the story of the commonwealth as has J. E. B. McCready, a resident of Charlottetown, in P. E. I. That city was the real birthplace of Confederation. There the first conference of provincial premiers was held to discuss union.

Mr. McCready is the oldest working newspaperman in the Dominion. Before Confederation he was an active journalist and was the correspondent of the Toronto Globe at the first parliament of the united provinces after Confederation. To-day he is still an active newspaper writer and daily contributes to the Charlottetown Guardian a column of political and general comment that is fresh, readable and informative.

McCready on Confederation's Results

Recently when a staff editor of THE FINANCIAL POST was in the Maritime Provinces, he went to Charlottetown to talk with Mr. McCready on the promises and results of Confederation. "You saw the birth of Confederation. You know the spirit in which this nation was conceived. You have seen the results to date. Do you think that Confederation has brought the results promised?" Mr. McCready was asked.

There was no hesitancy or equivocation in his reply. Mr. McCready does not think that the Maritime Provinces have benefited from Confederation as have the larger and central provinces. His remarks may interest those who have at heart the unity and welfare of Canada. They may serve, too, to illustrate to many of the citizens of Ontario and Quebec who give little thought to what some people in the East are thinking. He said:

"We, in the Maritime Provinces, have not benefited from Confederation as we might have expected to benefit, because we have not been given a fair deal. We are suffering from the tyranny of the majority.

"The other provinces have voted themselves big grants of land to add to their territory. They have added empires to each province and we have not been given an acre nor have we a chance of getting an acre.

In the Sargasso Sea of Trade

"They have created economic conditions that have taken away our trade. In the summer, trade flows north of us. In the winter it flows south of us, and our railways and ports are left isolated. We are in the doldrums; in a Sargasso sea of stagnation and neglect, while the St. Lawrence and the United States get Canadian traffic.

"The West was railroaded at the expense of the whole country, and for what purpose? To create an immense market of two and a half millions of people for Ontario and Quebec. We paid our share of the cost of opening up this territory and creating this market, but we cannot get into the market.

"What is the remedy? you ask. It is simple enough. Let the Jew be merciful and give up his pound of flesh. Instead of exacting the last dollar from us that is necessary, let the majority give us a chance to live. Let our railways and our ports be used. Let our industries be given economic conditions that will enable them to prosper, whatever the cost. We never questioned the cost when we helped to open up the West, and when we gave up Dominion lands for the other provinces, without any return to us."

Some Thoughts on Coal Strikes

By A. B. Barker

WHILE a strike is in progress it is impossible to get a fair statement from either side, as each is striving to enlist public opinion in support of its position. For this reason no one takes seriously the published statements of the spokesmen for either the men or the company in the coal strike in Nova Scotia. Unkind people accuse both sides of deliberate lying, and quote the story of the Western judge who summed up a case for the jury as follows: "If you believe the statements of the witnesses for the plaintiff and his attorney, you will bring in a verdict for the plaintiff. If, on the other hand, you believe the witnesses for the defendant and his attorney, you will bring in a verdict in his favor. But, if you are like me, and do not believe any or either of them, you can suit yourselves."

Prapaganda on Both Sides

This, however, is an extreme view. The gentlemen in question are simply trying to make out the best case they can for their own side, and, naturally stress the points which appear to favor them, ignoring the others. We all do it on occasion, and even the clergy are not exempt, as anyone can testify who has followed, even casually, the church union dispute. It is very human, and we do not think any the worse of them for it.

So far as the present strike is concerned, it is probably the outcome of inherited conditions for which neither side can be held responsible.

The conditions under which coal is mined everywhere are far from ideal. In England and Scotland, and also in the United States, the conditions seem to make for trouble, just as they do in Canada.

There are strikes in metalliferous mines, but the underlying causes are usually different, probably because the problems of the different industries are not the same.

In the metalliferous mines the disputes may be in connection with the wage scales, but the questions seldom involve other problems. In coal mining the disputes over wages are usually complicated with the question of the marketing of output and the system of company ownership of not only the houses in which the miners live, but the stores where they must deal for the ordinary necessities of life, and even the doctors who look after their bodily ailments when they are sick.

A Seasonal Demand

The demand for the product is seasonal, particularly in the anthracite sections, and this means seasonal employment, all available hands working full time part of the year, and the balance of the time only a percentage being able to get work. The company, being a landlord and a retail trader as well as a mining corporation, naturally takes advantage of this state of affairs and earns a profit on its trading and house renting activities. For this it desires as large a number of people as possible depending for work on the mines, and the system does the rest without any specific desire to be unjust, as claimed by the miners. This state of affairs has enormously increased the bitterness of labor disputes in the United States, and is one of the standing grievances in Britain.

The company store, and company house system has, in theory, a strong case on the ground that under it supplies can be had more cheaply and of better quality than if obtained by small independent dealers. In practice it can be, and often is, made the instrument of great tyranny.

The Very Human Storekeeper

Even where there is no apparent effort to force the men and their families to deal exclusively at the company's store, it is no more than human if the storekeeper, in order to hold his trade, endeavors to arrange with the foreman to see that the men who deal with the company store get the first chance at any vacant job, and the system does the rest.

Advocates of the system do not like to discuss this feature in public, but in private do not hesitate to state that, outside of the profit, it gives them a hold on the men and is valuable for this reason. It is, in fact, a variation of the debt system, by which inferior races are exploited when the system of actual chattel slavery is impossible. From the standpoint of the rest of the country it would be better if the mining companies could be compelled to abolish the system of company stores and company houses, though, no doubt, the letter of the law could be evaded if there was a sufficient profit to be made.

The seasonal nature of the work is considered the great obstacle, though many engineers claim that there is no real obstacle, financial or physical, to maintenance of steady output, and that the only reason for the present method is, that under it the companies think they can make better profits.

Both Sides Share Blame

The causes of strikes are many. Some are justified, while others are not, and good judges have estimated that the crisis, whether justified or not, is brought to a head by the men and the owners in about equal proportions. During the struggle much bunk is talked by both sides, in their attempt to influence public opinion, which in the end decides the terms of settlement. One point greatly stressed by the men is the skill required for their work. As a matter of fact, little is actually needed, and sufficient knowledge of the work can be readily mastered in a short time to enable any reasonably intelligent man to produce a satisfactory output under the foreman's direction. A master mechanic who sympathizes with the men on principle, claimed that he could teach any ordinary man, of fair physical strength, in less than three months to run a drill as well as the vast majority of miners. He could not make a miner of him in that time, he said, but under the system in many of the mines this was not necessary, as the foreman decided where the drill was to be set up, and all the machine men had to do was to complete a certain number of holes of the right depth and direction, and they were paid by the number of feet drilled. Among miners, too, there are castes, and the coal miner is rather looked down on by the metalliferous miners as distinctly a social inferior.

First Things in Nova Scotia

Nova Scotia calls itself a province of first things.

The first Roman Catholic Church in Canada was built at Annapolis (the ancient Port Royal) in 1608, antedating the first one in Quebec, Notre Dame de la Victoire, by seven years. Some time after the surrender of Port Royal to a New England force in 1710 the church was converted into an Anglican Church and here the first Anglican service in Canada was held.

The first Protestant Church in Canada was St. Paul's (Anglican) Halifax, built in 1749.

The second Protestant Church in Canada was built in Halifax, Mathers Church, commenced in 1751. In 1815 it became St. Matthew's Church, the property of the Presbyterian body.

The first Colonial See was that of Halifax, created in 1787.

The first Methodist Church in Canada was built at Point de Bute, N. B., in 1790, followed two years later by the first Methodist Church in Halifax.

The first Presbyterian Church in Canada was established in Onslow, Colchester County, in 1764.

The first ordination in Canada of a Protestant minister took place in Halifax in 1760.

The first Sunday School opened in Canada was in 1785, in connection with St. Paul's Church, Halifax.

Apples grown in Nova Scotia in 1633, believed to be the first in Canada.

The first police force in Canada was organized at Annapolis in 1734.

The first dockyard in Canada was established in Halifax in 1758.

The first university in Canada was King's College, established at Windsor in 1788.

The first undenominational public school in Canada was established at Halifax in 1748.

Nova Scotia was the first part of America to instal wireless telegraphy—at Glace Bay, 1903.

The first newspaper in Canada was printed in Halifax in 1751—the Halifax Gazette.

The first province to adopt the system of dividing the province into counties was Nova Scotia, when, in 1759, Nova Scotia was divided into four counties—Halifax, Lunenburg, Annapolis and Kings.

The first representative assembly in Canada met in Halifax in 1758.

The first road in Canada was that made by Champlain from Digby Gut to Port Royal soon after 1604.

The first distillery in Canada was established in Halifax in 1750.

The first public gardens in Canada were made at Halifax in 1753.

The mining of coal in Nova Scotia antedated any such industry in any part of America. Coal was shipped from Cape Greton to France in 1743.

Maritime Development Body Organized for Self Help

SOME time ago when Sir Henry Thornton was in the Maritime Provinces, he suggested the formation of a commission of business men to find solutions for the economic ills of those provinces. The idea seems to have been taken up in the formation of the Canadian Maritime Provinces Development Association, which is now in process of organization.

It is hoped that the Maritime Development Association by making possible united, intelligent, and aggressive action by the people of Nova Scotia, New Brunswick and Prince Edward Island in dealing with their common problems of marpets, transportation, agricultural and industrial colonization, and by rendering service to, co-ordinating and supplementing the efforts of individuals and institutions whose aim it is to better conditions in the Maritime Provinces will prove to be a useful and constructive building force.

The association will not duplicate or usurp the functions of governments or other organizations. It is designed to encourage and foster the awakening which has taken place in Maritime interests; to fill the need for a "Maritime clearing house"; to amplify and secure public support for all undertakings of economic benefit to the citizens and business institutions of the three provinces.

The aims and objects of the association, as set forth in the articles of incorporation, may be summarized as follows:

1. To further develop the provinces of Nova Scotia, New Brunswick and Prince Edward Island, agriculturally, industrially and commercially.
2. To promote, or assist, other associations with objects similar to the association.
3. To promote local, interprovincial and international, agricultural and industrial colonization.
4. To act as agent for the sale of lands, natural resources, businesses, industries, or any other enterprises.
5. To aid in procuring capital, credit and other assistance for establishing enterprises or industries to develop the lands or resources of the Maritimes.
6. To encourage the discovery and invention of processes for the development of these natural resources.
7. To procure information about the natural resources of the Maritimes and to advertise them.

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HEALTHY
USE
"DOMOLCO"
MOLASSES
ON YOUR BREAD ON YOUR PORRIDGE
EVERY DAY

Amherst Foundry
Company, Limited
Manufacturers of
"BEAVER BRAND"
Cast Iron Sanitary
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Laundry Tubs,
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Etc.

"IMPROVED CUMBERLAND"
Hot Air Furnaces,
Ranges, Cooking and
Heating Stoves, Etc.

AMHERST, NOVA SCOTIA

Acid Electric Steel Castings
Miscellaneous Steel Castings—Anchors and Anvils
Manganese Steel—Toughened Steel
Self Oiling and Roller Bearing
Mine Car Wheel and Axles.

Brass and Grey Iron Castings
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NEW GLASGOW - - NOVA SCOTIA

St. John Citizens Proud Possessors of Greatest Drydock in the World

WHEN St. John opened its new dry-dock in October, 1923, she took a step forward. Citizens of St. John feel that it was an important step in the direction of restoring to the city and port of St. John, some of the supremacy it held in things Maritime in the days when wooden ship building was a great industry and a boat from St. John broke all the trans-Atlantic records of all other sailing craft and even some of the steamers of the day.

Related to Courtenay Bay Work

The St. John drydock, built by a Canadian company, the St. John Drydock and Shipbuilding Company, may be regarded in itself a complete and independent business institution providing a ship-building, repair and salvage service for the shipping interests of the North Atlantic. But it is more than a private enterprise and is in reality a national institution. And its constitution is related closely to a project and work has been fairly steadily gone ahead with since pre-war days, the development of a port in Courtenay Bay, in East St. John and the provision at this port of terminals for the Canadian National Railways.

The Canadian Pacific which has made St. John its eastern terminal has developed, in co-operation with the city, a group of terminal docks on the west side of the harbor. Down in St. John there is much local division of feeling on the Courtenay Bay Development, which has cost millions to date and will cost millions to finish and will give St. John two harbors—the C. P. R. port and the C. N. R. port. Opinion has been unanimous, though, in welcoming the drydock enterprise.

St. John as a Port

Some idea of the present status and the prospects of St. John as a port might be given here as a preliminary to a review of the drydock. The Port of St. John, New Brunswick, is known the world over, as it is the chief winter port of Canada, with two harbors open all the year round, and easy of access.

While the western harbor is at present taking care of the enormous shipping trade, especially during the winter months, and at times facilities are hardly equal when there is a big rush of steamships arriving in port, there is little delay caused. The port is growing, and while there are many berths for the docking of ships, it will not be very many years before the docking facilities will be greatly increased, and the statements of men thirty-five years ago, that St. John would develop into the "Liverpool of America," is likely to come close to realization. In exports and imports St. John stands second only to Montreal, and is very far in advance of Vancouver, Prince Rupert, Halifax and Quebec.

Eastern Terminus of C. P. R.

St. John, is the eastern terminus of the Canadian Pacific Transcontinental Railway, also the nearest eastern terminus to the interior of Canada, of the Canadian National Railways; the land haul is shorter by both transcontinental lines than to any other developed Eastern Canadian port.

The steamship lines operating out of St. John are: Canadian Pacific Ocean Services, Canadian Government Merchant Marine, South African and New Zealand Line, Royal Mail Steam Packet Service, Anchor-Donaldson Line, Cunard Line, Canadian-French Line, Furness Line, Head Line, Norwegian Line, Fracanda Line, Houston Line, Manchester Line and the Ellerman Bucknalls Line.

The ports reached by the above lines are nearly all the leading ports of the world.

The present harbor equipment is composed of fifteen ocean berths; three grain elevators, C. P. R. 1,750,000 bushels capacity, C. N. R., 500,000 bushels, conveyors connected with seven berths on the West Side and another to be erected this winter, along with two berth conveyors on the East Side. Warehouse accommodation, 411,900 superficial feet, can care for 911 cars and 27,300 tons of freight.

In addition to the foreign shipping trade from the port of St. John, there are numerous smaller vessels in the coastwise trade between this port and Nova Scotia, as well as along the New Brunswick coast of the Bay of Fundy.

The Courtenay Bay Works

The works at Courtenay Bay, being carried on by the Dominion government aims greatly to enlarge port facilities.

The property to be developed is already owned by the Canadian National Railways, and was originally secured by the Grand Trunk Pacific for terminal purposes.

The general scheme makes provision for 12,500 lineal feet of docks, with wharves of from 1,500 to 2,000 feet in length, capable of providing accommodation for about 25 steamers of the type and size which usually visit this port. Moreover there is a depth of water, capable of taking the largest vessels afloat. There is in Courtenay Bay an entrance basin with good, safe anchorage, providing an area of 140 acres of deep water. There is another important consideration, for with this development, the largest ship afloat may lie at any of these proposed docks at any stage of the tide.

On the wharves can be built warehouses, giving a storage area of 25 acres and there will be an area of 70 acres for industrial purposes, cold storage plants, or any other development of this nature. The plans also provide for a possible trackage of 70 miles in this area with provision for three elevators.

St. John's present dock facilities at West St. John can take vessels drawing up to 30 feet of water. There are in active operation now 5,600 lineal feet of these deep water docks, besides 1,500 feet of wharfage capable of taking vessels of 20 feet draught. While this is only half the capable development at Courtenay Bay, the eastern port will not replace the western harbor as the main harbor. With the completion of the breakwater there is capable a much greater development on the west side.

There is little basis for comparison between Montreal and St. John. The great port of the St. Lawrence had 25,000 feet of docks capable of a 30 feet draught in 1915 and 17,400 feet with a depth of 25 feet.

History of Dry Docks

The dry dock was mooted long before the wharf development got under way.

The late Hon. William Pugsley, always mindful of the need of fully developing Canada's Atlantic ports, succeeded in 1911, in interesting Old Country capitalists, under the leadership of Norton Griffiths, in undertaking the construction of a first class dry dock and repair yard at St. John. Actual construction operations were started in the year 1912, and in 1914, at the outbreak of the world war, extensive operations were under way on the excavation and preparation of the drydock site.

Like many other large projects, this soon felt the pinch of war times, with the resultant shortage and high price of both labor and material, so that after struggling along through the first two years of the war, further operations became impossible, construction operations ceased and the Norton Griffiths Company were relieved of further obligations in connection with the dry dock undertaking. Not until the end of the war could any interest be aroused in this undertaking which lay dormant until the fall of 1918, when the St. John Drydock and Shipbuilding Company, representing Canadian capital entirely, took up the task where the Norton Griffiths Company left off, assumed the obligations of the original undertaking, and since has carried on the work continuously up to the present moment.

Immense Size of Drydock

The general dimensions of the drydock, as established by the terms of the Drydock Subsidies Act, are being only slightly exceeded in actual construction. The overall length will be 1,150 feet. The clear width at the entrance 125 feet, with 42 feet of water over the entrance sill at extreme high tide. A comparison of these dimensions with those of other modern drydocks discloses the fact that the St. John drydock is actually the largest dock in the world.

From Lloyd's Register is quoted the following list of those having a length of 1,000 feet or more:

Boston	1,171 feet
Quebec	1,150 feet
Victoria	1,150 feet
Port Natal	1,140 feet
Liverpool	1,050 feet
San Francisco	1,000 feet
Bombay	1,000 feet

In Canada, besides St. John, Quebec and Victoria and some ports on the lakes, Montreal has a drydock 430 feet long and a floating dock 600 feet. The Halifax drydock is 572 feet long, and that in St. John's, Nfld., 569 feet. Vancouver is to have a drydock 1,150 feet long. Quebec has two, one 1,150 and the other 600 feet long.

Bearing in mind that the largest vessel afloat to-day, the White Star liner Majestic, is only 956 feet long and that naval authorities are generally in agreement in the conclusion that vessel dimensions have now reached their economic maximum, it would appear that entirely unnecessary length is provided in the St. John drydock. However, as this dock is being provided with an intermediate sill which will permit the whole dock to be divided into two entirely separate docking chambers, the inner 500 feet in length and the outer 650 feet in length, it will be appreciated that this length is justifiable in that it so provides for the accommodation, at one and the same time, of at least two moderate sized vessels, and still can be utilized when the occasion arises, as a single docking chamber with sufficient capacity to accommodate the largest vessel afloat to-day.

An all-important adjunct to the modern drydock is a complete and readily accessible repair plant and this is provided by the St. John drydock.

Look For Return of Ship-building

With the new drydock and further developments promised, St. John people of to-day look forward to the time when steel-shipbuilding will be an active industry in Courtenay Bay. The old folks also look back to the time when as many as a dozen wooden vessels were on the stocks at once along the shores of that bay. There were yards at the foot of Sheffield Street and Orange Street; also where the cotton mill and Peters' tonnery property now are; as well as across the head of the bay, and at a cove above the almshouse. In the early days there were yards at Little River. Some firms would build three or four vessels in a year. It was possible to complete one in three months, and sometimes this speed was attained.

The most noted ship ever built in Courtenay Bay was the Marco Polo. On a voyage from Melbourne to Liverpool she beat all other sailing craft and some steamers, and on a later voyage beat her own record. She was the fastest ship of her time, but was finally wrecked on the eastern shore of this province. Some relics from her are owned in the city.

The sound of the hammer has ceased. The days of wooden shipbuilding which enriched many people and gave employment to many thousands of skilled mechanics, are no more. Courtenay Bay looks forward to a future associated with railway terminals, grain elevators, drydock work and, perhaps, the construction of ships of steel.

Hunting for Captain Kidd's Buried Treasure in Shad Bay

HUNTING for Capt. Kidd's buried treasure is a favorite Nova Scotia pastime. No one has found the treasure yet, although a second-hand furniture dealer in Halifax displays to sundry customers the "original" chest of Capt. Kidd—stripped, however, of its jewels, if any.

Some time ago a Nova Scotia writer, F. W. Bowes, made reference to a treasure trove undertaking that has been going on near Halifax. Sixteen miles to the westward of Halifax harbor is Shad Bay. In this rugged though picturesque inlet are several islands, among them Redmond's Island, containing 99 acres, Otted Island and other smaller ones. About thirty years ago a comely fishermaid went from Shad Bay to Boston. In due course she married and moved to New York. She took up clairvoyancy and became an expert clairvoyant. In one of her trances she had a vision of buried gold on Redmond's Island. She confided her "vision" to her husband but he did not care to risk his means in a treasure trove hunt.

The Treasure Hunt Begins

He subsequently died and about ten years ago this buxom Shad Bay widow was wedded to another American. To the latter she unfolded her vision. Her new husband was so impressed that he not only made a large investment himself but he got others to put money in the venture. Plans were made from the description of the location of the gold as revealed by the aforesaid vision. Machinery was brought down from the U. S. Metropolis and also a number of experienced superintendents. Local men were employed and work commenced in earnest and continued until frost set in.

Shad Bay, it may be remarked, was particularly suited as a place to hide treasure trove. Kidd and his pirates could slip into the bay from the Atlantic and hover around these islands for days without being seen by passing ships, because Gull Rocks shut them off from the open sea. There is peculiar formation and currents in the bay. When the tide is in good sized vessels may navigate between the islands. When it is half tide boats may be rowed between them, while at low tide one may walk to the mainland.

There is an old Indian legend about these islands that was handed down in the tribe from Captain Kidd's time. It was finally disclosed by an ancient redman, the oldest indian in Nova Scotia. It was related that Kidd buried his treasure in a cave on this island and that the first person who discovered the opening to the cave would be killed by an explosive. No one was to utter a sound, otherwise the bars of gold and silver would sink further down and be harder to obtain. Indians drew lots and in their searchings a cave was found. The first to enter it was killed by a mysterious eruption of some kind and the others were so startled that they gave vent to their fear in screeches. This caused the chests of precious metal to disappear and the surface formation was so changed and destroyed that the mouth of the cave was never rediscovered.

Fisherman Finds "Treasure"

But to return to the work now going on at Redmond's Island. The place has been denuded of timber, which was used to build rough houses to shelter the workmen and it has been trenched and retrenched to such an extent that it now resembles one of the battlefields of France or Belgium. In the excavations it is claimed an old fireplace was discovered and kitchen utensils and charcoal for fires found. During the last three years a good deal of work has been done on the island, and fishermen finding that working for $3 a day was really more profitable than pursuing their ordinary avocation. Last summer more capital and new adherents to the cause were enlisted and a great deal of excavation work done. No treasure has yet been found, but the enthusiastic searchers are not discouraged and plan on a final effort this year. Work will be commenced on quite an extensive scale this year. Good luck to them.

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Lewis Takes a Hand in Besco Mine Dispute

Says Men Do Not Want Relief, It is Work That They Need

From Our Own Correspondent.

SYDNEY.—The action of Premier E. H. Armstrong in calling the Halifax conference gave both the miners and company a further chance to negotiate, which was accepted with alacrity by both sides. The premier and John L. Lewis have been in occasional telegraphic communication ever since the start of the strike and it is possible that the sudden developments of last week-end were not quite so spontaneous as they seemed. In other words, the principals had a pretty good idea what they were to do before Lewis entered Nova Scotia.

An even greater public surprise than the unheralded advent of Lewis, was the company's participation in the conference, as it had been generally believed that Besco would refuse to deal further with the U. M. W. and that when operations were resumed it would be on an "open shop" basis. President Lewis made a very favorable impression in Cape Breton, particularly upon the business community, which found him quite different from what it had anticipated. He resolutely refused to make any public speeches whatever, avoided engagements with lunch clubs, and strangest of all, had little or nothing to do with the local U. M. W. executive. His visits to the strike areas were of the briefest duration and so far as could be ascertained by trailing him, he spent his time in privately scouting out possible avenues to a settlement.

Played to Politicians

The president evidently came to the conclusion that the local executive officers had played to a considerable extent into the hands of designing politicians because the only time he broke silence with a statement for publication he praised the strike policy of Provincial Premier Armstrong, a direct slap in the face for the local U. M. W. executive who had spent columns of space in panning the same gentleman.

District President MacLeod and his officers were allowed to spend hours cooling their heels in the hotel offices waiting for Lewis, who was absent in other parts of the city on business of his own. He did not confer with them directly at all, but transmitted his instructions through Frank Hughes, another international officer who accompanied him. Friends who met him at Glace Bay credit him with this statement: "The miners of District 26 don't want relief, they want work, and I am here to see that they get it."

Experienced observers came to this conclusion, that Lewis is adverse to spending U. M. W. funds in useless fighting in District 26, and that his idea was to negotiate the best possible terms for his men and then put it up to the rank and file to accept or fight it out on their own responsibility.

IMMIGRATION NOT BIG AID TO EAST

It is a complaint of the Maritimes that little effort has been directed by the Dominion government or the railway companies to obtaining immigrants for the three provinces down by the Atlantic coast. Maritimers point out that they have contributed, in their payments to the tax-collector, to the cost of peopling the prairies, and even the central provinces, and that they have been told that this was in their interests, as it was building up a big Canadian population to form a market for the products of the Maritimes. Distance has prevented the Maritimes from taking full advantage of this market.

This much of the Maritime complaint is not to be denied; that the Maritimes have benefited less in the past generation or so from immigration than the other provinces. The Maritime Provinces have probably lost more people than they have obtained through migratory movements and such increase in population as has come has been merely a natural increase.

In 1920 there were in Canada no less than 1,955,736 foreign-born citizens. Of these only 2,365 were in Prince Edward Island, 43,505 in Nova Scotia, and 21,458 in New Brunswick. The remainder of the population consisted of Canadian-born people.

The percentages of the total foreign-born population of Canada in each of the provinces are as follows:

Province	Per Cent.
P. E. I.	0.39
Nova Scotia	3.36
New Brunswick	2.65
Quebec	20.76
Ontario	34.99
Manitoba	6.18
Saskatchewan	9.48
Alberta	7.62
British Columbia	9.27
Territories	4.78

London Times On Problems of Maritime Provinces

From The Times, London.

No one seriously believes that the Eastern Provinces will secede from Confederation, but a situation has developed which demands sympathetic and practical consideration. In no section of Canada is British sentiment more active and powerful than in the Eastern communities. Any proposal of political union with the United States would be decisively rejected. There is perhaps a deeper loyalty to Great Britain than to Confederate Canada. But if put to the test, allegiance to the fabric of Confederation probably would be emphatically expressed. There must, however, be some amelioration of Eastern grievances. The ports of St. John and Halifax must have a greater preference over Portland. Freight must be low enough to ensure a more profitable market for Eastern coal in Quebec and Ontario. In some degree commercial considerations must yield to national considerations in transportation and in fiscal policy. The East may no longer be neglected in the distribution of immigrants. The Atlantic fisheries must be more wisely developed by scientific research and favorable rates of transportation. The handicaps of geography must be more frankly recognized in public policy. The East must cease to be the neglected garden of Canada. In a federal commonwealth special consideration must be given to minorities and isolated communities even at some cost and sacrifice. No excessive outlays or any serious sacrifices are necessary to make the Atlantic Provinces contented partners in the Confederation. What is most needed is a change of attitude towards the East, and clearer evidences of sympathy and interest in its conditions and problems. This the East now demands in language which cannot be misunderstood, and it need not be doubted that Parliament will take all practicable measures to remove Eastern grievances and inspire in the provinces on the Atlantic a keener national spirit and a more devoted loyalty to the Confederation.

Canada's Most Unconventional Business Man is Real Pioneer

(Continued from page 10)

to maintain and enlarge the business he had launched and guided.

The saw mill was gradually enlarged, and by 1892 it had a daily capacity of 1,100,000 board feet of lumber, making it at that time the largest lumber mill in the world. It had an actual yearly output of from 85,000,000 to 120,000,000 board feet, although the output of the present mill is only about 40,000,000 feet.

In May, 1893, the plant was burned down. It was one of the numerous fires in Booth's life that have all come close to wiping him out.

He built a big saw mill at Burlington, Vermont, to handle trade in the New England States. It was burned down one Christmas eve.

J. R. Booth, and his son Jackson Booth, were going to Saranac Lake to spend Christmas Day. Passing through Plattsburg, Jackson Booth saw flames lighting up the sky across frozen Lake Champlain. He asked several people where the fire was.

"Burlington," they said.

"Do you know," asked Booth, "whose factory is on fire?"

A name was mentioned. It was the name of a planing mill next to the Booth mill. Booth sized up the wind and feared the worst. But he did not tell his father about the fire.

The two Booths went to Saranac Lake. On Christmas morning, the elder Booth was out walking. He overheard some people talking about the fire at Burlington. He stopped them; asked them whose plant was burned down. They replied that two plants had gone, but they had forgotten the names. "Was one of them Booth?" asked Mr. Booth.

"Yes, that was the name."

There is a coincidence for those who collect them. Jackson Booth happened to be in Plattsburgh in time to see the flames from the Booth mill. T. R. Booth heard about the fire from a chance conversation in the streets of Saranac Lake.

The Christmas was spoiled but the Booths rebuilt the mill. Fires were too numerous in their life to be considered fatal.

Refused Bonus From Town

Burlington citizens sympathized with the Booths. They were more than sympathetic; they were afraid the loss of the saw mill might cost the city an industry. The city councillors came to the elder Booth and offered to give him exemption from taxes for a term of years if he would re-build his mill.

"Thank you, gentlemen," was Booth's answer. "I'll pay my share of the taxes." He rebuilt the mill without a bonus from the city.

There was a disastrous fire at the Booth plants in Ottawa and another in 1903. The first destroyed J. R. Booth's home as well as his mill. The second lapped up millions of feet of sawn lumber in addition to plant and machinery. After each fire new mills were built. They were considered part of the risks of such a business as planing lumber and making shingles.

After the Canada Atlantic Railway experience the Booths dropped out of railway building only to devote themselves more vigorously to the exploitation of their kingdom of trees. They built, in 1902, a pulp mill, and, later, invested their railway proceeds in a paper mill, making, as it does to-day, newsprint paper as well as some box boards.

The business is even wider than this would indicate. The saw mill located at Ottawa, on an island in the river between Ottawa City and Hull, is an immense enterprise; was at one time the largest lumber mill in the world. Backing the lumber business and the pulp and paper business is the reserve of timber limits, of from 4,000 to 6,000 square miles. Rounding out the organization are shops to manufacture wagons, sleighs, and harness, blacksmith shops and machine shops. There is also the large business at Burlington, Vt., and timber tracks in B. C.

When Booth Dies—What?

The Booths have not invested very heavily outside of their own business; it has been too immense in its scope and has required the backing up of too much capital. Jackson Booth owns a couple of fine office buildings in Ottawa, the Jackson Building and the Booth Building, but none of the three men is on an important list of directorates. What will happen to the business when the elder Booth dies is going to be interesting to watch; especially in these days of heavy income tax and onerous succession duties. It may change the whole personal touch in the Booth industry.

J. R. Booth is honest. On one occasion he was selling a block of land to the government. Terms had been tentatively discussed when a member of a government commission wrote a note to Booth tipping him off to hold out for another million, as the government would pay it. Booth took the letter to Sir Wilfrid Laurier, the premier, and told him not to worry up.

There was a sequel, showing how Laurier found the letter useful. When Booth brought it in, Laurier stuck it in a pidgeon hole and forgot it for the moment. Some months later, the commissioner resigned his job and told Laurier he was going to stump for the opposition candidate in an important by-election. Laurier reached for the letter and showed it to the commissioner who had written it. "If you stump as you say, I'll stump, too," said Laurier. "I'll read this letter at every meeting." The commissioner stayed out of politics.

Keen in Business Battles

Booth is honest. He is considerate. But if someone starts a clash of wits in a business transaction they have to look out lest they be bested. Booth, they say, once had an argument with a city council up in Ottawa. They promied him a $50,000 subsidy if he would bring his line to the city limits by a certain date. Construction delays made it impossible to finish the line within the specified period. The council refused to pay the subsidy. Booth went ahead undaunted and completed the city section of the line. When it was done he invited the councillors to look it over. He had put up a temporary shack as a station, but on the whole the councillors liked the new railway line. They paid over the cash.

After some weeks, the temporary shack was still serving as station. The council demanded to know when the new station was going to be built. "There's your station," answered Booth. "I said I'd give you a station and there it is." They had made him wait for his money; he made them wait for the kind of station they wanted.

Many are the stories told of the unconventional ways of John R. Booth. He is unconventional in his dealings with the general public, with society as constituted, but not with his workers. At the time of the Grand Trunk Railway strike his mills had to close down for a week. When they re-opened again he paid his workers their wages for every minute they had lost.

Not a Modern Executive

He has always worked with his men, as one of them. He cuts a strange figure in modern business, for he knows nothing of the ways of the executive of to-day. The sons have maintained office routine and banking methods. But John R. Booth is at home with his workmen. At 75 he went into the woods and cruised a timber limit, although he had to take along an assortment of seven pairs of spectacles to finish the job. He has run all the physical risks inherent in his business and has several times been near death. Once when he was knocked out by falling timber his men thought he was dead. When he came to, his comment was, "Boys, I thought I'd never see you again." Then he went to work again.

In 1911, when the political fight for reciprocal trade agreements with the United States was on, Mr. Booth called his workers together and spoke to them from the top of a pile of logs, telling them to vote against the agreement.

Polite and Always Thoughtful

Sketches that have been written of John R. Booth have largely had a tendency to picture him as a rough diamond. But he is always polite and thoughtful. Let me tell you of something that happened a few weeks ago. I ask you if it does not give you a picture of Booth you have not gotten before.

I went to see him. I found him in the mill yard at Ottawa, waiting for a car to take him for luncheon. It was a cold, blustery day, but when I introduced myself, off came the old gentleman's glove. He has just a step more to go to reach one hundred, but he would not shake hands, even with a young, and, perhaps, bothersome newspaper writer, with his glove on.

There is a good story told about J. R. Booth. It has been told and re-told. It is to the effect that his family once induced him to go to Atlantic City for a visit. On the morning after his arrival he got up at his usual hour for rising, which was 5 o'clock. He sought the dining room. It was closed. The night clerk told him it would open at 7.30. Booth got on the next train for home. He told his family he had no intention of staying in a fussy hotel where you couldn't get a meal till mid-day. It's a good story, but it has one weakness. It isn't true. Booth was never in Atlantic City in his life.

When George V, as the Duke of Cornwall, visited Canada they took him to see the Booth mills and lumber camps. Booth invited the heir to the throne to dinner and served pork and beans—lumberjacks' fare—in a log cabin built at Rockcliffe.

He shuns publicity—but gets lots of it. In 1911 he wrote a letter to newspapers attacking reciprocity. In 1920 he faced off the puck in a hockey game. But seldom does he come before the public in any such way. Every recurrent boom of publicity for J. R. Booth has its aftermath. The Booth postal box is filled for weeks with letters from indigent souls and institutions who think Booth has millions to scatter about. Following the world-wide publicity given to the wedding of Booth's granddaughter, Miss Lois Booth, to Prince Eric of Denmark, letters of appeal for financial assistance came from Germany, Russia, England, the United States, and dozens of other countries.

His Hobby is Flowers

Booth's hobby, apart from work, is flowers. The Dominion Experimental Farm at Ottawa recognized this by naming a new flower "the J. R. Booth Pom."

Booth has a rugged frame and a keen, fighting mind. His personal habits of living have given him both. You may adapt his rules to yourself if you like. Possibly you would find them too rough and ready, with too much contempt of the niceties of our modern existence. He says:

"Our constitutions are what we make them at meal time. Most ailments can be cured by observing the laws of nature and common sense. Doctors are necessary only in extreme cases.

"No one ought to eat a meal when he's tired. Only persons who do manual labor should eat three meals a day. Two are enough for brain workers. We are all inclined to eat too much.

"Above all, live in the open air."

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To route your goods through St. John, eastern terminus of the Canadian Pacific Railway, is to take advantage of a unique combination of excellent shipping and transportation facilities, an ice-free harbor; good terminal connections with two transcontinental lines; generous berth and warehouse space; a modern dry dock that is the largest in the world, and freedom from labor problems, that will all serve to speed up your business.

Manchester Robertson Allison, Ltd.
St. John's Greatest Retail Store
ST. JOHN, N.B.

QUALITY FOOTWEAR
ALL SOLID LEATHER

Shoepacks, Larrigans, Moccasins,
Farm Shoes, Work Boots, Loggers'
Boots, Sporting Footwear.

Our MOOSE HEAD trade mark has been the protection of Merchants and Consumers for half a century, and during these fifty years we have been constantly forging ahead 'till now we are the largest manufacturers of Water-proof Leather Footwear in Canada.

Free Catalogues on Request

John Palmer Company Ltd.
FREDERICTON, N.B.

Amherst Staple Shoes

The shrewdest buyers in the world are not those who can pick the lowest prices, but those who can pick the goods with the highest merit.

"the best is cheapest in the end"

Cheap shoes are always expensive, because usually they do not wear as long as an honestly priced pair giving honest values, which, of course, is just another way of saying that the best is cheapest in the end.

Amherst Solid Leather Shoes

are honest value, that is why they have been Canada's leading staple for 57 years. The public knows and appreciates Amherst's standard of honest value.

Amherst Boot & Shoe Co. Limited
Amherst Halifax Regina

Not Only the News—But the News Interpreted

Telling the Story of the Maritimes

THIS issue is devoted to a large extent to the various problems, interests and activities of the Maritime Provinces. It has been the aim of this issue to give a broad picture of these provinces, to suggest the progress they have made since Confederation; and to indicate the problems they are facing today; and how it is proposed that these problems may be solved.

While it is natural that the first interest of such an issue will be for those most directly concerned, the real purpose is much more far reaching. It is to bring about a better understanding of the importance of this section to the successful development of the Dominion, and such a result can only be attained by a thorough knowledge and a sympathetic understanding of peculiar problems.

It is in the interests of the Maritimes that this information be made public. It is of value and importance to other sections of the country, just as in similar issues, dealing with other sections of the country, the residents of the Maritimes will find matter of value and importance, not only to themselves but to the successful development of a confederated Canada.

The Purpose of the Special Numbers

THE danger of any great confederation is that there should develop a narrow parochialism of viewpoint. The Maritimes know their own problems, but they are, at best, only partially understood in other sections. Other sections of the country have problems that are only partially appreciated in the Maritimes. That is the danger point for a far-flung Dominion. But with a better understanding such dangers are minimized, and social, business and political conditions are more happily developed.

What is true of sectional differences is true also of other business and national problems. And it is the purpose of these various issues to present certain facts of our business, political and social life, so that they may be better understood, and possible dangers and difficulties, misunderstandings and lost opportunities may be prevented.

It is in the concern of every true citizen of the country that he should interest himself in these various problems that are presented in these issues.

Special Numbers that will Interest You

Government and Municipal Number
Outlining financial position of every bond issuing public body in Canada.

Insurance Number
Giving the first complete annual record of insurance written in Canada.

Trust and Loan Number
Detailing the financial position of every Canadian trust company or loan company.

National Mining Number
Showing the position of Canada's mining industry and giving the record of every listed company. With supplementary mining numbers throughout the year.

Industrial Number
Reviewing every listed industrial security.

Public Utility Number
Reviewing all the power and public utility corporations for the investor.

Pulp and Paper Number
Authoritative annual investment record of the pulp and paper industry.

Also: Real Estate Bond Number; Highway Transportation Number; Tourist Number, Etc., Etc.

The Type of Weekly Service

BUT, important as these special issues are, it is well to remember that they are only something added on to the regular and extensive service offered by The Financial Post.

Its first task is to present the commercial and financial and industrial news of the country, and it is this steady week by week service that perhaps deserves the greatest attention. The special issues are, after all, something supplementary, an addition to the thorough service of this specialized newspaper.

Each regular issue of The Financial Post carries the best resume of business conditions to be found anywhere in Canada. This is of vital importance to everyone. There is the news of stock and bond markets, with the stories of their latest movements. The great mining development of the country is being carefully and systematically recorded each week. The developments of life insurance are followed. And in conjunction with this there are stories of insurance men and their methods of work. There are many personality sketches also dealing with prominent Canadians, what they have done, and, more than all, how they have done it. This is a series that we have frequently been informed is of untold value to the young men of the country. And in addition to this and other services there is an enquiry department that gives sane and careful answers to any questions on finance and insurance.

A News Service Plus

WHILE The Financial Post gives every week all the news that comes in its special field, it does even more than that. Perhaps a certain part of that news is carried in the daily press. But the daily press, rightly enough, deal only with the actual news side of such items, but The Financial Post, with its specialized service, and with the requirements of its readers in mind, goes farther than that, it interprets that news so that its readers may know, not only that such and such a thing has happened, but that it happened for these reasons, and its effect is thus.

Perhaps this feature might be best illustrated by definite examples. Take the Gonthier Report. This report of the new Receiver-General was open to everyone. The newspapers quoted liberally from it, yet it remained for The Financial Post to take that report and analyze it so that its bearing became manifest.

Or a more recent example. Recently the Robert Simpson Company, of Toronto, was reorganized. The newspapers gave a full account of the change and of the new conditions of management. But The Financial Post alone went further. They told what was being done with the money secured from the new stock issue. They showed the earnings of the common stock over a period of years. They gave the background of knowledge of the merit of the security offered. This is only an instance of the way this service operates to give a full understanding of advantageous offerings, to safeguard against those not so advantageous. There is no effort to influence the reader's judgment, just an effort to present the facts so that anyone can act with a full understanding.

EVIDENCE OF APPRECIATION

AS AN evidence of the esteem in which The Financial Post is held, consider this instance. Recently The Post published a special issue dealing with transportation problems. Forty-two students out of a class of 42 in the Department of Transportation in a Canadian University secured copies of this issue to be used as part of their curriculum.

One large taxi cab company purchased a number of copies so that its executives might be able to consider the points raised.

The information is sufficiently authoritative to be used as a basis of education; it is sufficiently practical to be used for every-day service.

You Need This Super-News Service

YOU can probably think of many places where just such information would have been of inestimable value to you. There will be other occasions when the need will be just as great. Any one of these occasions might well have saved you far more than a year's subscription would cost.

But aside from this service that brings personal profit, there is a wider sense in which The Financial Post is a wise and sound investment. It is an investment in good citizenship. It will make for a better understanding of Canadian business and business conditions. It will give an insight into other operations that may well be of service in the particular business or industry in which you are engaged. It will mean sound understanding of varying conditions, that is essential to success. In a multitude of ways it will be of service to you. Is there any other way that you can think of that you can secure the same widespread information, the same discriminating survey of business, financial and political issues, the same judicial advice, for the moderate amount entailed in a subscription to The Financial Post.

Men Who Read The Post

PERHAPS the best evidence of the actual and definite value of The Financial Post is the character of the men who read it. Forty-one per cent. of The Financial Post's subscription list represent business or industrial executives.

Every President and General Manager of Canadian banks and every representative bond house in Canada is on its subscription list, as well as the great majority of political and municipal officials.

It comes to E. W. Beatty, President of the C.P.R., unclipped. Sir Henry Thornton, Grant Hall, A. D. MacTier and many other railroad executives read it. It is the most widely quoted paper in Canada, an evidence of how carefully it is read by Canadian editors.

With such evidence before you can there be any doubt as to the merit of this publication?

With the evidence of this issue in front of you, that deals with the problems that you, perhaps, know best, can you fail to realize its importance?

Will you not enroll yourself among this wide and influential class of Canadian citizens who look to The Financial Post for information and guidance.

The Financial Post

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143 University Avenue,
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NEW BRUNSWICK

Its Development and Opportunities

NEW BRUNSWICK'S resources offer to both the large and small investor splendid opportunities for further development. In addition to extensive resources in the form of farm, forest and fishing wealth, the province possesses a happy combination of factors in excellent maritime position, adequate transportation facilities and cheap power together with those assets that are most important of all—an excellent climate and a sturdy population.

Mighty Water Powers

NEW BRUNSWICK has extensive power resources in her swift-flowing rivers, and in 1920 the provincial government embarked upon a scheme for the development of some of these powers. The initial work was started at Musquash, some few miles from the City of St. John, and has proven to be a success in every sense of the word. A more extensive scheme has been launched. Power is to be developed by the New Brunswick Hydro-Electric Commission at Grand Falls, the greatest water fall in Eastern Canada. Eventually there will be 180,000 h.p. of economical electrical energy available for industrial and communities. A large immediate market for power is assured from new pulp and paper mills and other industries that are in contemplation.

Immense Fisheries

THERE are four great fishing areas in the world and the most important is that off the coast of Eastern Canada. New Brunswick derives a substantial revenue from the operations of its fishermen in this area. The inshore fisheries are even more important. Lobsters in immense quantities are shipped to American and Canadian markets. Herrings and sardines are forming the basis of an important industry that is rapidly expanding, and New Brunswick packed sardines are replacing imported products on Canadian markets. The province leads in oyster production and has a large and growing trade in dried cod and other selectable sea-food. The opportunity for the investment of capital in the fishing industry is attractive.

A Wealth of Timber

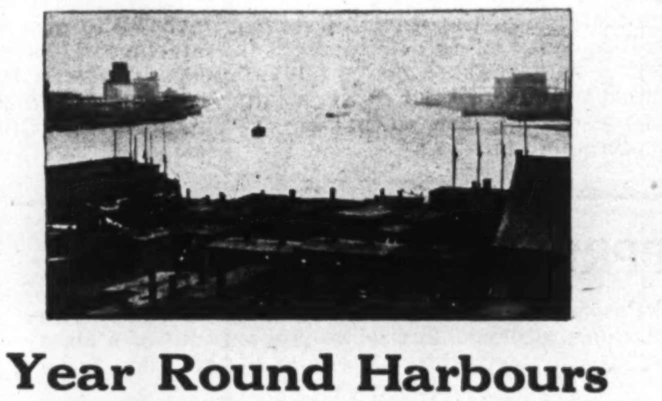
THE splendid forest resources of New Brunswick insure the further development of a forestry industry that is already extensive and successful. In addition to the province's broad forest domain the industry possesses a further happy combination of success-building factors, viz: excellent maritime position, adequate transportation facilities and cheap power together with the most important factor of all—an excellent climate that instils vigor into a sturdy population. Seventy per cent. of the area of New Brunswick is composed of forest lands and these lands have produced almost every kind of commercial timber, including both hardwoods and softwoods and both in abundance.

Fine Farming Lands

AGRICULTURE is the leading source of wealth in New Brunswick, and the revenue from the farms of the Province insures prosperity for all the citizens inasmuch as it builds a steady and dependable home market for the industries and traders of the towns and cities. Agricultural wealth is over $150,000,000 and annual revenue averages $40,000,000. No one type of farming predominates, there being substantial interest in live stock raising, dairying, poultry raising, wool growing, and cereal crops. However, special mention should be made of New Brunswick potatoes. The annual value of the crop is upwards of six or seven millions and potatoes from the Province find their way to British and West Indian markets.

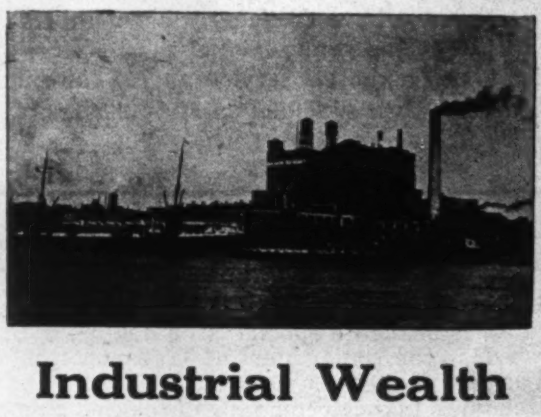
Paradise for Sport

NEW BRUNSWICK, with its vast but easily accessible forests, its network of lakes and streams, is recognized as the best combination of angling and big game hunting in Eastern Canada. Accommodation for sportsmen is excellent and the hunting and fishing areas are easily reached. Come to New Brunswick.



Year Round Harbours

NEW BRUNSWICK is fortunate in the possession of a number of harbours. St. John, the most important, offers an ice-free harbour the year round, a consideration that has made it the Eastern terminus of the C.P.R., and one of the most important ports in Canadian trade.



Industrial Wealth

IN ADDITION to forestry industries, New Brunswick has other important manufactures. Special opportunities exist for factories, including cheap steaming coal, abundant water power, excellent ports, fine railway connections and good living conditions for workers.

Yearly Revenue

Agriculture	1924	$35,800,000
Fisheries	1923	4,650,000
Forests	1922	25,100,000
Minerals	1923	2,200,000
Furs	1923	160,000
Manufactures	1921	25,500,000
Tourists	1924	6,000,000

Write for Information to

Department of Lands and Mines

Fredericton

New Brunswick

Provincial Cabinet

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Hon. I. C. Rand, Attorney-General.
Hon. J. E. Hetherington, Provincial Secretary-Treasurer and Acting Minister of Lands and Mines.
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